NATIONAL BABY WEEK NUMBER

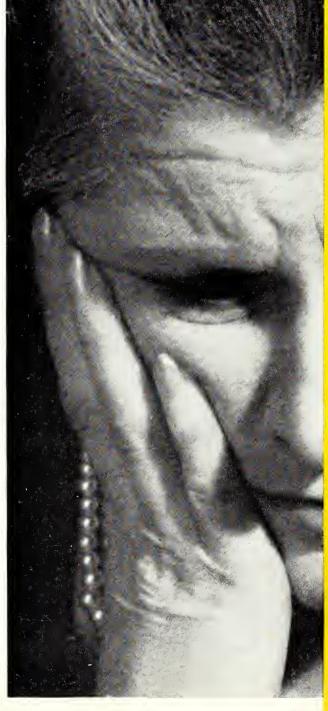


The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

MAY 25 1963





Their answer in your hands

It's surprising how many people take their problems to the Chemist's Shop. But it's no surprise to the pharmacist. He meets those problems daily and few customers ever leave his shop dissatisfied. To the resources of the pharmacist are added those of Vitamins Ltd., Britain's leading specialists in vitamin preparations. For prescription and counter.

BEFORTISS

To promote appetite and general well-being, to build up resistance.

OROVITE

Helps to ensure speedier recover for those convalescing after illne



ING A BIT UNDER THE WEATHER...'

'THINGS ARE A BIT ON TOP OF ME JUST NOW...'

Make a new name for yourself

with a sign made from 'Perspex'

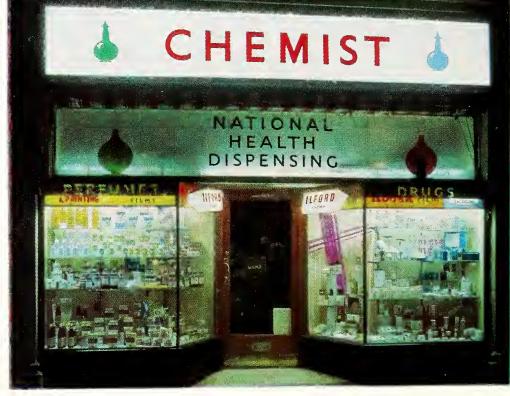


- Signs made from 'Perspex' are extremely colourful and eye-catching.
- They present an attractive appearance by night and day.
- They retain their gleaming good looks, despite adverse weather conditions or corrosive atmospheres.
- They are extremely easy to keep clean.
- You can have almost any style of sign you want made from 'Perspex'. There is a wide variety of colours to choose from.

To find out more about signs made from 'Perspex'

Post the coupon below for the leaflet "Make a new name for yourself"—it is all about 'Perspex' and signs. I.C.I. will also send you the addresses of signmakers in your area who use 'Perspex'.

Day and night shots illustrating the attractive, up-to-date appearance of an illuminated fascia made from 'Perspex' I.C.I. acrylic sheet. The sign was made by Brilliant Signs Ltd., Uxbridge Rd., Shepherds Bush, London W.12, and installed at John Harley Ltd., London W.8.



To: IMPERIAL CHEMICAL INDUSTRIES LIMITED, CEN-
TRAL PUBLICITY DEPT. (Ref. PDC) LONDON S.W.I
Please send me, post free, your leaflet "Make a new name for yourself" and names and addresses of signmakers in my area.
NAME
ADDRESS

spinspinx9



'Perspex' is the registered trade mark for acrylic sheet manufactured by I.C.I.

P920

MANUFACTURERS AND DISTRIBUTORS OF STANDARD DRUGS & PHARMACEUTICAL CHEMICALS



GALENICALS

PHARMACEUTICAL CHEMICALS

TABLETS

OINTMENTS

PESSARIES

SUPPOSITORIES

CAPSULES

LOZENGES

of

THE B.P., B.P.C.

and N.F.

Packed for the Dispensary and the Counter

Own formulations, etc. prepared and packed to order

TELEPHONE

*	ROmford	46021
*	KIPling	5 5 5 5
*	WEMbley	8855
*	ARDwick	5 3
*	MARyhill	5 2 2 I



THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY and all sections of the drug, pharmaceutical, fine chemical, cosmetic, and allied industries Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 179

May 25, 1963

No. 4345

CONTENTS

A Year in an Addis Ababa Pharmacy		383	
BABY WEEK FEATURES:			
Medical Child Welfare Practice Tod	lay	575	
Laboratory Diagnosis of Pregnancy		577	
Britain's 2½ Million Babies		579	
Franco-British Congress (concluded)		589	
From Apothecary to Pharmacist		584	
Hospital Pharmacy Forum		574	
Irish Republic Poisons Law Changes		566	
Leading Articles:			
Babies as Pharmacy "Customers"		573	
Rating Appeals		573	
"Open Shop"		585	
Pharmaceutical Society Council Meetir			
Ireland		586	
Northern Ireland		574	
Pharmacy Modernisation		567	
Photographic Laboratories at Hendon		582	
Topical Reflections		565	
tranch Events 588 New Films			573
susiness Changes 568 New Products			
Coming Events 595 N.H.S. Statistics	š		568
Commercial Television 595 Personalities			568
Company News 566 Print and Public	city		595
Correspondence 571 Trade Marks			596
Deaths 568 Trade Notes			570
n Parliament 567 Trade Report	• • •		593
egal Reports 566 World Trade	• • •		596
ndex to Advertisers, p. 5. Classified Advertis	emen	ts, p.	46.
Cumulative price list (home copies only): loos			
		•	

MORGAN BROTHERS (PUBLISHERS), LTD., at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565
Telegrams: Chemicus, Estrand, London

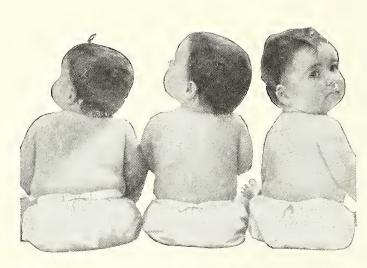
MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

MORGAN BROTHERS (PUBLISHERS), LTD. 1963

GLASGOW: 160 Nether Auldhouse Road, S.3. Phone: Langside 2679, LEEDS, 16; 32 Wynford Rise, West Park, Phone: Leeds 67 8438. WOLVERHAMPTON: 89 Woodland Avenue, Tettenhall Wood, Phone: Wolverhampton 52301.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £3 10s. Single copies 1s. 3d. each (postage 5d.).



They're winning sales all over the country

PADDI & PADDI-pads top the Popularity Poll

Yes! mothers all over the country are being won over to PADDI & PADDI-pads by these delightful triplets—featured in mass circulation and specialist magazines. Hard-selling advertisements in Woman, Woman's Own, and many other publications are telling mothers of the advantages of PADDI-pads to both mother and baby. Are you ready to meet the demands of the increasing number of PADDI voters? Check and order extra stocks NOW!

SPECIAL DISCOUNTS FOR YOU

You may obtain a special discount of from 5% to 10% on your order for PADDI-pads. Ask for details—NOW!

ROBINSON & SONS LTD · WHEAT BRIDGE MILLS · CHESTERFIELD



There's always a steady sale for



ZINC OXIDE PLASTER

EDWARD TAYLOR LTD MONTON, ECCLES, MANCHESTER

CHEMIST AND DRUGGIST

Volume 179

MAY 25, 1963

No. 4345

Four New Council **Members**

BUT THREE OLD STAGERS HEAD THE POLL

OF the five members of the Pharmaceutical Society's Council who stood for reelection two were defeated. Thus four new members were returned.

The figures were :--

ELECTED

BLOOMFIELD, J. C.		4,442
GRAINGER, H. S.	•••	4,091
ALDINGTON, A.		3,999
BALMFORD, J. E.		3,745
HOLLAND, K.		3,611
Howells, A.	• • •	3,432
KERR, J. P		3,431
KERR, J. T	• • •	3,431
NOT ELEC	TED	
Campbell, H. H.		3,141
Hudson, D. W.	•••	3,119
Ridehalgh, H.		2,914
Reed, A. G.		2,845
Barnes, J. F.		2,823
Leigh, E. J. M.		2,737
	G.	2,595
Fisher, T. W.		2,579
	• • •	
Madge, A. G. M.	• • •	2,392
Jenkins, K		2,253
Robinson, C. H. I		2,220
Lewis, I. F. A.	• • •	2,083
Hammond, G. G.	• • •	2,006
Wright, G. H.	• • •	2,000
Jeffery, J. E.		1,713
		_

First among the four is a first-time candidate: Mr. J. E. Balmford, Sutton Coldfield. The North-east has returned a companion to its head-of-the-poll champion of 1962 (Mr. W. M. Darling) in Mr. J. P. Kerr.

Voting papers issued numbered 28,755; the number returned was 11,818 of which 34 were disallowed, leaving 11,784 to be duly registered.



Mr. J. E. Balmford.



Mr. K. Holland,



Mr. A. Howells.



Limitation Rejected

SURPRISE VOTE AT SPECIAL MEETING

REPRESENTATIVES of the Pharmaceutical Society's branches who were called to attend a special meeting in London on May 22 to discuss the Society's Council Report on the General Practice of Pharmacy rejected by 104 votes to 73 the important section dealing with limitation of pharmacies. It appeared that the speakers on the floor, whilst agreeing with the need, took exception to the Council's view that the limitation would best be achieved by again putting forward to the Government that participation in the Health Service should depend upon local needs.



NEW MEMBERS APPOINTED

THE Pharmacopæia Committee of the General Medical Council has appointed the following as members of the British Pharmacopæia Commission with effect from September 1, 1963: Professor E. F. Scowen, F.R.C.S. (therapeutics and clinical medicine); Professor D. V. Hubble (therapeutics and clinical medicine); Professor G. M. Wilson (pharcine); Professor G. M. Wilson (pharmacology and therapeutics); Professor W. L. M. Perry (pharmacology); Dr. D. R. Bangham, M.B. (biological products); Mr. J. C. Hanbury (pharmacy); Mr. D. W. Hudson (pharmacy); Professor J. B. Stenlake (pharmaceutical chemistry); Dr. D. C. Garratt (analytical chemistry); Dr. F. Hartley (pharmaceutical chemistry); Dr. D. T. Lewis (general chemistry); Professor W. G. Overend (general chemistry); Professor Scowen has been appointed chairman.

Smoking and Bronchitis

SYMPOSIUM AT NEWCASTLE-ON-TYNE

THAT cigarettes and chimneys were responsible for countless unnecessary deaths, and millions of days' illness a year, from bronchitis, was the main finding at a symposium sponsored by Allen & Hanburys, Ltd., during the Newcastle medical exhibition recently. The exhibition was sponsored by British and Colonial Druggist, Ltd., and the title of the symposium was "Important Factors in the Cause and Prevention of Chronic Bronchitis." In England and Wales the disease is twenty times more common than in, for example, Scandinavia. That is not because of climate, but due to cigarette smoking and coal fires. Dr. J. D. Ball (medical research group, Llandough, South Wales) said that a study of the smoking habits of patients seemed to show a clear connection between heavy smoking and chronic bronchitis. Dr. K. P. Ball pointed out that doctors, more than any other group of people, had tended to give up smoking.



JOINT ACTION: A £15,000 extension to the factory of Edward Taylor, Ltd., Monton, Eccles, Lancs, was opened on April 25 jointly by the mayors of Eccles (Alderman J. G. Smith) and Chesterfield (Alderman E. B. Robinson, chairman of the parent company, Robinson & Sons, Ltd.). With them are the mayoresses and Messrs, Johnston, Lant and Beaven (directors).

New Drug Publication

CONSUMERS' ASSOCIATION VENTURE

THE Consumers' Association, 14 Buckingham Street, London, W.1, published on May 3 the first number of a new Drug and Therapeutics Bulletin. The publication is stated to differ from the British edition of the Medical Letter (which it replaces) "in that at least a third of the articles will be commissioned and edited in this country." The attempt will be made to deal with new drugs soon after they appear on the United Kingdom market. In the first number Flagyl (metronidazole) in trichomoniasis is considered "an effective remedy, but of uncertain safety." Other subjects dealt with are oral contraceptives and thrombo-embolic disease and photosensitivity reactions to drugs. Choice of future subjects will be based largely on subscribers' suggestions "and on the sales pressure of the drug manufacturers."

Circularising the Doctors

MINISTRY ON STANDARD EQUIVALENTS

A LIST of fifty-three frequently prescribed proprietary preparations, showing their identical (or near identical) official equivalents and comparative costs, has been sent to medical practitioners in the National Health Service by the Ministry of Health's chief medical officer. A covering letter states that the doctor is free to prescribe any drug but, on recent usage figures, the difference in cost on the items mentioned amounted to more than £1 million a year. Of that over 80 per cent, is attributable to eleven proprietary prepara-tions (Codis, Dexedrine, Epanutin, Ethnine, Fergon, Panadol, Serpasil, sodium Amytal, Solprin, Soneryl and Tabalgin).

Exporting to Spain

BRITISH FAIR FOR BARCELONA

GIVING news of a British trade fair to be held in Barcelona, Spain, April 1-12, 1964, Sir William McFadzean (chairman, Export Council for Europe) said that Spain was on the threshold of what promised to be one of the most rapid industrial developments in postwar Europe. Already 80 per cent, of imports had been liberalised, and the country's financial position was sound. The fair was being organised to take advantage of the new situation, but he warned that the country was rightly laying emphasis on capital goods first. The turn of consumer goods would come later as the standard of living improved British Overseas Fairs, Ltd., 21 Tothill Street, London, S.W.1, are organising the fair.

New Drugs

SCIENCE WORKERS PLEA FOR CONTROL

A RESOLUTION urging a system of control for new drugs under an expert committee responsible to the Minister of Health was passed at the annual conference of the Association of Scientific Workers in London on May 19. The resolution expresses concern at "dangers inherent in the introduction of new drugs" and calls for a new department of the Ministry to be responsible for inspecting and approving factories producing medicines.

Sulphuric Acid

PRODUCTION IN FIRST QUARTER

PRODUCTION of sulphuric acid in the first quarter of the year by mem-bers of the National Sulphuric Acid Association, Ltd., amounted to 843,068 tons calculated as 100 per cent. H₂SO₄. Sales during the quarter amounted to 734,792 tons of which the drug and fine chemical industries took 5,436.

"Shopper's Guide"

PUBLICATION DISCONTINUED

THE consumers' magazine, Shopper's Guide, is ceasing publication with its May issue because, say the publishers, Consumer Advice Trust, Ltd., of insufficient financial support. The Trust was formed in 1962 to take over the magazine from the British Standards Institution, its publishers since 1957.

IRISH NEWS

THE REPUBLIC

Forged Prescriptions

WARNING TO DUBLIN PHARMACISTS

IRISH pharmacists are being asked by the Irish Drug Association to look out for a dark-haired woman, height 5 ft. 3 in., aged 45-50, slim build, with deepset eyes and colourless complexion, who has been presenting forged prescriptions in the Greater Dublin area. The woman usually wears black stockings and shoes, and occasionally a light fawn coat, with a mourning diamond on the sleeve. She has a well-spoken approach and usually presents prescriptions for pethidine. signed "Doctor — M.D.", and requests immediate attention for a sick patient.

THE NORTH

Ulster Associates

MONTHLY MEETING OF COMMITTEE

subcommittee an advisory should be formed to deal with hospital problems was recently agreed at a committee meeting of the Associates' Section, Ulster Chemists' Association. The motion, proposed by Mr. D. G. Anglin and seconded by Mr. J. H. Galbraith, followed recent correspondence with the Northern Ireland Hospitals Authority on issues raised by members. Difficulties experienced by the pharmacists in a hospital where the system of general individual dispensing was in use were discussed. No satisfactory reply having been received to an earlier communication, it was decided to send a further letter to the Hospitals Authority to ascertain the reasons for using the system. A works study team had visited the hospital concerned, and it was decided to request a copy of their report, together with that made earlier by the Hospital Authority's pharmaceutical advisory officer. The chairman (Mr. R. G. P. McMullan) made a presentation to Mr. D. Harper to mark the occasion of his marriage.

IRISH BREVITIES

THE NORTH

SALT deposits exceeding in thickness any previously known deposit in Northern Ireland, have been discovered at Larne, co. Antrim.

THE REPUBLIC

THE annual meeting of the Irish Drug Association is being held at Jury's hotel, Dublin, on July 8.

THE treasurer and secretary of the Chemists' Lawn Tennis Club (c/o Irish Drug Association) announce that the proceeds of 1947–48 dances are being handed over to St. Joseph's Young Priests' Society.

CORK City and County Chemists' Association acknowledges financial and other help from companies and individuals on the occasion of the Association's recent dinner-dance in aid of the Benevolent Fund.

SAMPLING, "detailing" of pharmacists, the exchange of information on new products, and the pharmacists' professional fee, were discussed at a recent meeting between representatives of the Irish Pharmaceutical and Medical Representatives' Association and the Committee of the Irish Drug Association.

A MERCHANDISING seminar sponsored by T. P. Whelehan, Son & Co., and Serovaccine, Ltd., is being held at the Gresham hotel, Dublin, at 7 p.m. on May 27, and the Metropole hotel, Cork, on May 28. Speakers will in-clude Messrs. J. A. McIvor (National Pharmaceutical Union) and R. Roose (National Cash Register Co., Ltd.). Main theme will be the impact of the selfservice stores on pharmacy business.





SCOTTISH CHEMIST GOLFERS GLENEAGLES: Left, two of the golfers (Messrs, W. S. Sinclair and W. P. Martin)



a hole in one, Mr. W. F. Taylor, Kilbirnie, receives the congratulations of Mr. W. Thomson, Kilbirnic, on having holed-out in one at the seventeenth on the Queen's course—the first time that the feat has been achieved in the forty-three years of the Association's meetings.

NEWS IN BRIEF

A GRANT of £75,000 is being made from the Fleming Memorial Fund for Medical Research towards the founding of a virology department at St. Mary's hospital medical school, Paddington, London, W.2,

THE income levels at which persons become eligible for National Assistance are being increased on May 27 and more people may be eligible for refund of prescription charges. The National Assistance Board has amended its leaflet A.L.19 and the information relating to National Assistance scales on the reverse of the new stocks of prescription charge receipts (Form E.C.57) has also been revised.

SPORT

Golf.—Scottish Chemists' Golf Association The recent annual golf competition over the King's and Queen's courses at Gleneagles was King's and Queen's courses at Gleneagles was played by 145 competitors. Results: Traveller's trophy, 1, J. H. Groat; 2, L. B. Dunn; 3, Fraser Hamilton; 4, H. Gauld. Duncan, Flockhard & Co., Ltd., prize, K. McKenzie, Gibb's trophy—Zone 2, 1, J. H. Groat; 2, J. Erasmuson; 3, H. Gauld; 4, A. Hawkins; Zone 1, 1, L. B. Dunn; 2, W. M. Laurie; 3, F. Hamilton; 4, R. Catterson; John Greig bogey prize, 1, W. M. Laurie; 2, F. Adamson, Johnson, & Johnson Laurie; 2, F. Adamson, Johnson & Laurie; 2, F. Adamson, Johnson & Johnson weteran's trophy, J. Erasmuson. Askit Stableford, W. W. Thomson; R. W. Angus. Ucal prize (over fifty years of age), 1, A. Henry; 2, W. C. D. Ba'n. Cox's silver salver, 1, G. Y. Brown; 2, C. P. Reid; 3, Geo. Boddie; 4, W. Buchanan. Cow & Gate bogey prize, J. Liddell. Pinkerton Gibson prize, 1, R. S. Duncan; 2, R. Gillespie; 3, R. Minty; 4, E. Robinson. Wholesale houses trophy, 1, J. Crawford; 2, R. R. Jeffrey; 3, T. Fawbert; 4, F. Bamford. Consola-tion prizes, J. Williamson and A. Cameron St.ll. Hidden holes, E. Scorgie and W. N. Jamie-son. Playing over the Queen's course, Mr. W. F. Taylor, Kilbirnie, holed his tee shot at the seventeenth hole, a distance of 213 yards, and was presented with a special prize.

IR:SH CHEMISTS' GOLFING SOCIETY. Nearly

IRSH CHEMISTS' GOLFING SOCIETY, Nearly fifty players took part in an outing to Woodbrook on May 9 for prizes presented by P. C. Cahill & Co., Ltd. Results: First strokes, F. McKenna (13), 67; J. Moran (7), 71. Bogey, E. Massey (14), all square; D. Arnold (10), 1 down. Class 1, J. J. Dalton. Class 2, F. O'Reilly. Special prize, F. J. Roche. The annual four-day outing takes place in Tramper May 26-29

place in Tramore May 26-29,

LOCAL OFFICERS

PHARMACEUTICAL SOCIETY BRANCHES Bristol.—Chairman, S. A. Ashley; Vice-chairman, Miss M. J. Wilkes; Treasurer, Mrs. F. E. Young; Joint Secretaries, R. L. Keens and A. F. Huntley, c/o Bristol Chamber of Commerce,

The Old Council House, Corn Street, Br stol, 1. Chesterfield.—Chairman, T. W. Smith; Vice-chairman, Mrs. M. E. Gadsby; Treasurer, M. Evans; Programme Secretary, P. James; Secretary, A. Livesley, 35 Market Place, Chesterfield, Derbyshire.

Harrow.—Chairman, G. Bryan; Vice-chairman,

W. S. Bowman; Treasurer, R. A. H. Freemantle, Social Secretary, R. S. Miller; Secretary, Miss C. M. Horsley, 7 Moat Drive, Harrow, Middle-

Reading.—Chairman, B. D. Bird; Vice-chairman, P. M. Worling; Treasurer, S. A. Wheatley; Assistant Secretary, R. A. Over; Secretary, Miss J. M. Livingstone, 231 Shinfield Road, Reading, Parks

Romford.—Chairman, W. M. Millar; Vice-chairmen, L. Norwich, W. J. Wright; Treasurer, A. E. Mitchell; Social Secretary, J. D. Mackenzic; Secretary, E. W. Richard, 11 Brackendale Gardens, Upprinster, Essex.

South-east Metropolitan.-Chairman, Howard; Vice-chairman, F. H. E. Hook; Treasurer, Mrs. J. E. Hook; Social Secretary, R. W. Crombie; Secretary, J. V. Mitchell, c/o Wright. Layman & Umney, Ltd., 42 Southwark Street, London, S.E.1.

TOPICAL REFLECTIONS

By Xrayser

Starry-eved idealism

The picture drawn by Mr. C. H. Smith (chairman of the National Pharmaceutical Union), at that body's recent annual meeting in London (p. 515)—of the kind of pharmacist we may see if a representative meeting of pharmacists accepts the report of the Committee on General Practice of Pharmacy—is positively harrowing. Whilst recognising that the authorities of Bloomsbury Square are actuated by the highest motives, based on sincerely held beliefs, Mr. Smith gives his opinion that they might inculcate into the deliberations some high-sounding theories, based on things as we should like them rather than on things as they are, "a sort of starry-eyed idealism that might produce austere pharmacies with a carboy in the window and a lean and hungry pharmacist at the back." Surely it is because of dissatisfaction with things as they are that the committee was originally set up. And surely it is a matter of history that dissatisfaction with things as they were in 1841, allied to the starry-eyed idealism of such as Jacob Bell, William Allen and others, that brought about real progress in pharmacy in this country. I see nothing wrong with a desire to reach for what may look immediately unattainable. It must be constantly borne in mind that the next decade will witness the entry on to the register of a large number of graduates of universities who will express a lively dissatisfaction with things as they are. The sights should be set high to secure conditions under which the future pharmacist may find professional satisfaction as well as recompense for his labours. There is much to be done and the time is short. So soon as the present report can be accepted and implemented, work must start immediately on the next step. Mr. M. Gordon, Leeds, wisely observed that he claimed to be something of an idealist in that he hoped that his successors would have the type of pharmacy he and his colleagues had fought for. It took, said Mr. Gordon, a dream to bring about a practical reality, and he added that the chairman should not deride the dreams of the men in pharmacy today. I am with Mr. Gordon the whole of the way.

Bringing the Society's influence to bear

On May 1, representatives of Pharmaceutical Committees present at a conference in London (p. 514) rejected a motion that the Central N.H.S. (Contractors' Committee) should be reconstituted to allow of the participation of two members appointed by the Pharmaceutical Society. The rejection was not an overwhelming defeat for those who strove to alter the constitution of the negotiating body, for eighty-seven were in favour of the change and 131 against. That, for the time being, seems to be an end of the matter, though Mr. H. G. Moss, at the annual meeting of the N.P.U. on the following day, indicated his awareness that the question would come up again, for he suggested that it should be left at least until the present negotiations were completed. He appealed to the meeting to accept the result gracefully, since to continue pressing the views would undermine the committee and do a great disservice to contractors. But, with all respect to Mr. Moss, the field is wider than just that of contractors, and all that was asked was that "the Society should be in a position to make its influence felt to a greater extent than hitherto."

Registration as student

A letter from a correspondent points out that registration as a student with the Pharmaceutical Society is not obligatory for the increasing numbers who are entering pharmacy by way of a university degree, and that many students feel that the benefits of such registration do not justify the expenditure of £4 4s. It is most desirable that students should register with the Society whether or not they are following the Society's course. The earlier in their career that they can feel part of a profession—and the Society is the professional organisation, not merely a registering body the better for the pharmacy of the future. The Council might do well to see what can be done to attract them into the fold.

IRISH REPUBLIC POISONS LAW CHANGES

The Medical Preparations (Control of Sale) Regulations, 1963

FOLLOWING consultation with Comhairle na Nimheanna, the expert advisory body set up under the Poisons Act, 1961, the Minister for Health of the Republic of Ireland has made regulations entitled the Medical Preparations (Control of Sale) Regulations, 1963. The regulations provide that the following substances (and preparations containing them) will, from May 27, be available by retail only on medical, dental or veterinary prescription:-

FIRST SCHEDULE

Substances to be available to the public on prescription only.

PART A

Allylisopropylacetylurca Phenmetrazine; its salts; Beta-Aminopropylbenzene; its salts

its molecular compounds Thalidomide; its salts

Glutethimide; its salts

Iproniazid; its salts Substances with adrenoeortical or androgenic or oestrogenic or progestational action, the following (except when contained in a preparation intended solely for external use):

Benzoestrol; derivatives of stilbene (except stilboestrol and its esters), dibenyl or naphthalene with oestrogenic activity; their esters.

Steroid compounds, excluding cortisone, with adrenocortical or androgenic or oestrogenic or progestational activity; their esters.

PART B

Amitryptyline Azacyclonol; its salts Benactyzine; its salts Bromvaletone Captodiame; its salts Carbromal Chlordiazepoxide; its salts Chlorprothixene Emylcamate Ethchlorvynol Ethinamate Haloperidol Hydroxyzine; its salts Imipramine: its salts Isocarboxazid; its salts Meprobamate Methylpcntynol; its esters and other derivatives

Methylphenidate; its salts Methyprylone Phonelzine Pheniprazine; its salts Phenothiazine, derivatives of, their salts; except dimethoxanate, its salts, and prome-thazine, its salts and molecular compounds (except when contained in preparations for the prevention and treatment of diseases in animals, including poultry). Phenoxypropazine; its salts

Pipradol; its salts

Substances in Part A, and preparations containing them, may be dispensed on one occasion only, unless otherwise prescribed; if the prescription indicates that it is to be repeated, without specifying how often or at what intervals, then it may be repeated on three occasions only and at intervals of not less than three days. Substances in Part B, and preparations containing them, may, unless otherwise stated on the prescription, continue to be dispensed over the period of six months following the date of prescription, at such intervals as the pharmacist may deem appropriate having regard to the dosage rate. The usual provisions (which apply at present, for instance, in the case of barbiturates and cortisone) regarding the marking of the prescription and its retention by the pharmacist for a period of two years will apply to prescriptions in both groups.

The Regulations also provide that the following substances, and preparations containing them, may be sold by retail only by pharmaceutical chemists, dis-pensing chemists and druggists and registered druggists:

SECOND SCHEDULE

Substances, the retail sale of which is to be

restricted to pharmaceutical chemists and other similarly qualified persons,

The following; their salts; their molecular compounds; and preparations containing them;

Doxylamine

Isothipendyl

Mebbydrolin

Phenindamine

Meclozine

Antazoline Bromodiphydramine Buclizine

Chlorcyclizine (p-Chlorophenylpyrid-2ylmethyl) 2-dimethylaminoethyl ether Chlorpheniramine Cinnarizine

Clemizole Cyelizine Cyproheptadine 3-Di-n-butylaminomcthyl-4:5:6-

trihydroxyphthalide Diphenhydramine Diphenylpyraline

Pheniramine Phenyltoloxamine Promethazine Pyrrobutamine Thenalidinc Tolpropamine Triprolidine Substances being tetrasubstituted N derivatives of ethylenedi-amine or propylenediamine.

[Meclozine is thus now available without a prescription.]

Containers and packets of those substances, and of preparations containing them, must be labelled with a statement of their contents, as in the case of other medicines; and, in addition, with the name of the seller and the address of the premises on which they are sold and with whichever of the following cautionary notices is appropriate:

(i) On a preparation containing a substance which is intended solely and made up ready for the prevention of motion sickness:—" Caution. This may cause drowsiness" or words to that

(ii) On a preparation, other than a preparation referred to in the foregoing paragraph, containing a substance which is made up ready for the internal treatment of human ailments:-" Caution. It is inadvisable to take this preparation except under medical supervision" words to that effect.

The coming into operation of the Regulation coincides with the expiration of the Medical Preparations (Temporary) Regulations, 1962, which control the retail sale of meclozine and phenmetrazine and preparations containing them. Copies of the Regulations may be purchased from the [Eire] Government Publications Sale Office, G.P.O. Arcade, Dublin (price ninepence, postage twopence extra).

LEGAL REPORTS

Illegal Sale

CHARGED at Grimsby borough magistrates' court with three offences relating to the sale of methyl phenidate (in Ritalin) contrary to the Poisons Rules, Cyril Clayton, M.P.S., 312 Brereton Avenue, Cleethorpes, Lincs, was fined £20 on each charge and was also ordered to pay £10 10s. costs. The prosecution stated that it had come to the notice of the authorities that such products as Ritalin "had been circulating among fishermen in the town. Seven fishermen alleged to have failed to return to their ship were found suffering from the effects of drugs, and an Icelandic fisherman arrested for breaking into a shop was found to possess two containers of "pep pills." A number of local chemists, including Clayton, were interviewed. On the

first occasion Clayton denied having supplied such tablets, but on the second occasion admitted doing claiming that he thought the tablets were "on free sale." Clayton pleaded guilty to the charges, claiming that the offence was a "pure mistake" on his part.

COMPANY NEWS

Previous year's figures in parentheses

SMALLEYS CHEMISTS, LTD., Bury St. Edmunds.—Mr. N. J. G. Stow, F.P.S. (manager), has been appointed a director of the company.

VITAMINS, LTD.—The company have recently acquired, at a cost of £192,997, the controlling interest in five companies whose businesses are complementary to their own.

BOEHRINGER INGELHEIM, LTD. -Mr. F. R. Crabbe has been elected to the board and appointed managing director. Mr. Crabbe joined C. H. Boehringer Sohn in November 1961 and was appointed general manager Ltd., on its Boehringer Ingelheim, formation in May 1962.

FARBENFABRIKEN BAYER, A.G., Leverkusen, West Germany, company are not proposing to raise the current 18 per cent, dividend rate, Dr. Fritz Ter Meer (chairman of the company's supervisory council) told the annual meeting recently. Shareholders are likely to get a favourable rate for the next increase in the ordinary capital, he added.

BOOTS, LTD., have contracted to buy the retail pharmacy business and premises of Lesters (Chemists), Ltd., Market Place, Nuneaton, Warwicks. Negotiations are in progress for the sale elsewhere of the wholesale side of the business, together with the optical and photographic departments, which Messrs. Boots will not be taking over. Messrs. Lesters are trading as usual pending completion of the sale

BEECHAM GROUP, LTD. — Although sales in the year ended March 31 at £56,594,000 were a little over £2 millions down on the previous year, group trading profit after loan interest, but before taxation, was slightly higher at £7,562,000 (£7,512,000). Profit after tax of £3,404,000 (£3,471,000) and minority interests, £14,000 (£15,000) was £4,144,000 (£4,026,000). Recommended final dividend is 14 per cent. making 30 per cent. for the year (unchanged).

EUCRYL, LTD.—The chairman (Mr. H. E. Howard), in his annual report, states that the company's factory at Bexleyheath will become redundant and directors expect to dispose of it at a price in excess of commitments. Despite difficult trading conditions in the pharmaceutical industry, Pharmax, Ltd., made "excellent progress." New drugs are expected to be launched in the current year. As much of the business of Thompson & Capper, Ltd., is seasonal some of the products of other factories will be transferred to Speke to keep it occupied all the year round. (Results of the year's trading and dividend, etc., were published on April 13 (p. 388).)

PHOTOPIA INTERNATIONAL, LTD.—After considering the unaudited results for the year to April 30, which show an increase over the £100,000 estimated net profit before tax forecast in connection with the marketing of the company's share capital in November 1962, the directors propose paying an interim dividend of 4 per cent, (less income tax) to shareholders on the register on June 17. It is proposed to close the transfer books of the company from June 17 to July 1 (both dates inclusive).

TIMOTHY WHITES & TAYLORS, LTD.—Documents in connection with the proposed reorganisation of the share capital of certain subsidiaries of the company (see C. & D., April 27, p. 440), were posted to shareholders on May 20. The annual statement by the chairman (Mr. G. I. Rushton) on the accounts for 1962 states the increased trading profit was achieved despite a loss of £120,000 due to purchase tax reductions. A total of £437,834 is put to stock reserve to cover the amount of purchase tax in the present branch stocks. The programme of extensions and alterations to branches is being "energetically pursued." Mr. Rushton does not comment on the dispensing side of the business on this occasion. (For accounts and dividend see C. & D., April 13, p. 388.)

UNICHEM, LTD. - Net profit for 1962 after making a rebate of £30,000 (£27,800) was £42,881 (£59,708). Taxation charge was £24,958 (£31,802). The report of the chairman (Mr. Trevor H. Cale) states: "Turnover shows an increase of over \mathfrak{t}_{2}^{1} million." Opening a new depôt late in 1961 and other new ventures contributed to a rise in operational costs which meant a smaller percentage net profit but it was proposed to again recommend the payment of a 10 per cent. dividend on Ordinary shares and a similar rate of interest on Notes. During the year the company had successfully withstood increased competition in certain areas. "We are not unmindful, too, of a changing pattern in wholesaling but we are confident that your Company is geared to accept any such future change," he added.

BRITISH ALKALOIDS, The chairman (Mr. E. Oswald Toft) in his annual statement on trading during the year ended March 31 points out that gross profit on trading at £219,367 was £42,205 higher than the previous year, largely due to savings effected as the result of the acquisition of the selling organisation formerly carried on by Medical Products, Ltd. The sum of £8,000 has been transferred to general reserve, bringing the total surplus to £115,000. Progress in the export market "is reasonably encouraging and, in general, turnover abroad has been maintained or increased in most instances. This effort we consider well worth while, despite the failure of the Chancellor to provide in his Budget the hoped for incentive in the export field which notoriously lacks short term rewards. Annual accounts and dividend as previously published (C. & D., May 11, p.

PHARMACY MODERNISATION

Discussions at Unichem annual meeting

OVER 400 members of the Unichem Association attended the annual meeting in London on May 15. The chairman (Mr. Trevor Cale) urged the need for unity among private pharmacists. The meeting was the occasion for the first showing of the film "Prescription for Profit" (see p. 573). Mr. R. G. Towsey (modern merchandising methods department, National Cash Register Co., Ltd.), who introduced the film, explained that its aim was to start chemists thinking about their attitude to the "counter side" of the business, which was the part in which the profitability was to be found.

Answering questions after the film, Mr. Towsey said that, when self-selection fittings were installed, pilferage fell slightly because staff were freer to give extra supervision. An important deterrent was to place the cash point near the door. Display windows, he said, took up selling space, were wasteful of stock and required a great deal of time to keep them dressed. Their value as an incentive to sales was limited, as they did not give the full picture. One mem-

ber said he thought window displays worth while; they helped to create a good image of the pharmacy. Mr. Towsey agreed that good window display could be effective, for example in a store where a large amount of display space was available, and certain types of goods could be used to create striking and interesting effects. But he felt that the value of window displays in increasing sales in a pharmacy was limited, and outweighed by the work involved in first-class displays.

Another member asked where the high-priced cosmetics and similar items were kept on open shelving. Mr. Towsey replied that they could be effectively displayed, yet protected, by fitting glass cabinet units in open shelving where the public could see the attractive merchandise at close quarters. Temptation to pilferage was kept low by having a glass as a barrier. Alternatively small glass containers were useful. He said £6—£7 per sq. ft. might be a rough basis for calculating costs of modernisation. Expected turnover increase was usually between 10 and 20 per cent.

IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

IN a written answer to MRS. F. P. A. MCLAUGHLIN on May 15, MR. F. J. ERROLL (President of the Board of Trade) announced the appointment of seven members to the Consumer Council. They are Messrs. Leonard Cohen (chairman and joint managing director, Henry's Stores, Ltd.), R. Graig Wood (a director of Associated Electrical Industries, Ltd., and chairman and managing director of A.E.I.-Hotpoint, Ltd.), and Cynog Jones (head of the research department, Union of Shop, Distributive and Allied Workers), Mrs. Winifred Jenkins (chairman of the women's advisory committee, British Standards Institution), Mr. Grigor McClelland (research fellow in management studies, Balliol College, Oxford), Lord Peddie (chairman, Co-operative Party, and a director, Co-operative Wholesale Society, Ltd.) and Mrs. Philippa Perks (centre organiser, Women's Voluntary Services).

Monopolies Commission

In a written answer to Mr. L. H. CLEAVER on May 15, MR. ERROLL stated that he was referring to the Monopolies Commission for investigation and report the supply of house-hold detergents and the supply and processing of colour film. Household explained Mr. Erroll. detergents, "means powders, liquids and flakes made up for sale by retail for use in the home in the washing of clothes, crockery and cooking utensils, but does not include borax, sodium carbonate, ammonia solutions, bleaching solutions and sodium hexametaphosphate.' Colour films are defined as 'sensitised positive or negative stock, on a base other than paper, for use (otherwise than in the cinematograph film industry) for colour photography, and made up for sale by retail otherwise than as flat film." [The Board of Trade invites any person or organisation wishing to offer evidence to write to the secretary, Monopolies Commission, 8 Cornwall Terrace, London, N.W.1.]

Safety-of-drugs Committee

MR. K. ROBINSON asked the Minister of Health if he would state the terms of reference of the Committee on Safety of Drugs, and the names of the members so far appointed. MR. ENOCH POWELL (Minister of Health), in a written answer on May 16, confirmed that Sir Derrick Dunlop had been invited to become chairman and professors A. C. Frazer, R. B. Hunter and L. J. Witts to become members. He indicated that the terms of reference of the Committee would be announced shortly.

Drug Board Bill

The Drugs Advisory Board Bill of Mr. Peter Emery (see C. & D., May 18, p. 542), was "talked out" on May 17. For the Government Mr. Bernard Braine (Joint Parliamentary Secretary, Ministry of Health) said he could not advise the House that facilities should be given to the Bill to become law. Legislation of that sort must be comprehensive. The Government was proceeding, as quickly as possible, on the Cohen recommendations. Mr. Emery's Bill, though it resembled the Cohen recommendations, was not a subject suited to a private member's Bill.

Sterile Syringe Service

MR. L. PAVITT asked the Minister of Health on May 20 by what authority a regional hospital board had declined to provide a sterile syringe service in hospitals.

For the Minister MR. BRAINE said that provision of that service was

approved policy and was being progressively implemented in all regions. A centralised system was usually economical but it was not the only usually method of providing adequately sterilised syringes.

Legislation on Drugs

MR. K. ROBINSON asked the Minister of Health on May 20 what discussions with interested bodies had taken place relating to amending legislation on medicines, drugs and poisons since he received the report of the working party in July 1962; whether a draft Bill had been prepared; and when legislation might be expected. Mrs. J. BUTLER also asked when he expected his review of the law relating to drugs

to be complete.

After Mr. Braine, for the Minister, said he had nothing to add to previous statements by the Minister, MR. ROBIN-SON said "Why is the Ministry dragging its feet? Is not the Parliamentary Secretary aware that the Cohen sub-committee stated that in its view legislation was urgently needed and, apparently, the Cohen Committee has not been informed that a working party report had been in the Ministry for very nearly a year?"

MR. BRAINE replied that the Government were pressing ahead as quickly as possible both with consideration of the working party's recommendations for legislation and with establishing the voluntary scheme proposed by the Cohen subcommittee.

Consumer Protection

The Government's decision to set up a Consumer Council was approved in the House of Commons on May 21. Opposition speakers included Mr. R. EDWARDS who wanted legislation to deal with misleading advertisements. "This would go a long way to eliminate the patent medicine racket where 400 medicines of no medical value whatever were sold by chemists. This witches' brew, the cost of which is contained in the cork or the bottle and not in the contents, is only allowed to exist because of misleading advertisements, he added.

MRS. HARRIET SLATER who wound up the debate for the Opposition, said that this was "the age of the pill," and asked for better consumer protection over drugs, such as information on the composition, warnings against misuse and overdoses and adequate

directions as to use.

SULPHUR PACT

Final evidence for Registrar

SOME kind of pool for buying sulphur to be imported into the United Kingdom was desirable, said Mr. D. K. Stout (an Oxford University economist) in the Restrictive Practices Court on May 16. Mr. Stout was continuing his evidence for the Registrar of Restrictive Trading Agreements (C. & D., May 18, p. 543). Asked by Mr. Justice Megaw, presiding, if he thought the pool would be better if members were free from the restrictions of acquisition and of use, he said "I emphatically

In his final address to the court on behalf of the registrar, Mr. J. F.

Donaldson, Q.C., said that the respondents sought to prove that the removal of the restrictions would deprive the public of benefits and advantages, but the general evidence had been that members felt that if the restrictions were removed, the pool might not be quite what it had been, though it would continue.

Continuing his address of May 17, Mr. Donaldson said that the subsidisating manufacturers of sulphuric acid who used bright sulphur by those who used dark sulphur could not be justified. Two companies alone that used dark sulphur paid between them £8,000 a year more for sulphur than they should do because of the subsidy. The rule against members buying any sulphur outside the pool removed the possibility of purchases keeping the pool negotiators on their toes

In his closing speech on May 20, Mr. D. A. Grant, Q.C., the Association's counsel, said that the bulk buying of imported sulphur by the National Sulphuric Acid Association for its members was "as reasonable and desirable as a farmers' co-operative." Not only did the pool reduce Not only did the pool reduce the cost of sulphur to the acid manufacturers, but the advantages were not uniform to all members but of sub-stantial benefit to the smaller mem-bers. As to its effect on the public, Mr. Grant said the unusual thing was that the Association was purchasing from foreigners whose interests the court did not have to take into account.

The hearing was adjourned.

BUSINESS CHANGES

ROW & TAYLOR (NORWICH), LTD., have removed to 11 Westlegate, Norwich (from 8 St. Stephen's Street).

SUPERVITE MANUFACTURING CO., LTD., have removed to 107 Great Eastern Street, London, E.C.2 (telephone: Clerkenwell 0827).

Appointments

BENGUE & CO., LTD., Alperton, Middlesex, have appointed Mr. Peter Bell their home sales manager.

LEDERLE LABORATORIES, division of Cyanamid of Great Britain, Ltd., have appointed Mr. J. B. Dean, their hospitals' representative in Kent, South-east London and parts of Surrey; Mr. J. Callan (sales representative in Perth and Dundee); Mr. R. J. P. Good (Northern Ireland) and Mr. J. A. Dales (Somerset and Devon). Mr. Good joins another sales representative in Northern Ireland, and succeeds the late Mr. John Oldershaw.

DEATHS

CURRAN. - Recently, Mr. John Curran, 10 Ormonde Road, Kilkenny, Eire. Mr. Curran, who qualified in February 1926, was engaged mainly in locum work.

HARRY. — Recently, Mr. Charles Harry, 11b Thorney Hedge Road, Chiswick, London, W.4. Mr. Harry qualified as a chemist and druggist in 1903.

LAWRENCE. — On April 10, Mr. Thomas Gwyn Lawrence, M.P.S., 71

Cherry Grove, Swansea, Glam. Mr. Lawrence qualified in 1924.

REES.—On May 21, after a long illness, Mr. Donald Ivel Rees, M.P.S., Tamarisk, Wotton-under-Edge, Glos. Tamarisk, Wotton-under-Edge, Glos. (formerly of Pontycymmer). Mr. Rees qualified in 1936.

RENDALL. — Recently, Mrs. Edna Mary Rendall, M.P.S., Whitmore, Gosford Green, Binley Road, Coventry. Mrs. Rendall qualified in 1930. She was a past chairman of the Coventry and Warwickshire Branch of the Pharmaceutical Society.

SMITH.—Recently, Mr. Michael Smith, M.P.S.I., 6 Upper Drumcondra Road, Dublin, Eire, Mr. Smith qualified in 1930. His widow, Margaret Mary, a qualified assistant who helped him in his pharmacy, will continue the business.

WADE. — On March 3, Mr. John Oscar Morgan Wade, M.P.S., 35 St. Paul's Close, Hounslow West, Middlesex. Mr. Wade qualified in 1910.

WARD. — Recently, Mr. Frederick Donald Peter Hewitt Ward, F.P.S., 183 Abington Avenue, Northampton. Mr. Ward qualified in 1940.

WAUD.—On February 3, Mrs. Emmie Pennington Waud, M.P.S., Wood Lane, Wickersley, Rotherham, Yorks. Mrs. Waud qualified in 1922. WAUD.—On February

WESTON. — On February 25, Mr. Arthur Charles Vincent Weston, Valentia, Saval Park Road, Dalkey, co. Dublin, Eire. Mr. Weston qualified as a chemist and druggist in 1909 and retired in 1901. retired in 1961.

PERSONALITIES

MR. A. B. GOODALL, 48A Ullet Road, Sefton Park, Liverpool (an executive of Evans Medical, Ltd., Speke, Liverpool, 24), has been elected president of the Liverpool junior chamber of commerce.

MR. OWEN CORRIGAN, sixteen-year old son of Mr. H. P. Corrigan (a former president of the Pharmaceutical Society of Ireland), won the men's butterfly class in the senior interprovincial swimming gala at Cork on May 11. He came second in the 400 metres and was in the winning Leinster medley team.

MR. A. J. BOLT, M.P.S., by winning a by-election at Plymouth by a margin of thirteen votes, has increased Liberal representation on the City Council from two to three. Mr. Bolt led a victory procession from Yelverton to Plymouth to celebrate the success. He will serve on the Children's and Estates and Property Committees of the Council.

MR. H. D. DAMMERS (director of the toiletries division, Hudnut-Lambert Group) flew to New York on May 4 to make a presentation to the advertising agencies that handle the Group's advertising in the U.S.A. He will give an account of the success of Hudnut hair preparations in the British market, and describe how that market differs from the American.

N.H.S. STATISTICS

In Surrey during 1962 5,616,378 prescriptions were dispensed at a cost of £2,614,830. Average cost per prescription was 111.74d.

NEW PRODUCTS AND PACKS

Restyled.—International Foot Appliances, Ltd., 345 City Road, London, E.C.1, have produced a new pack and showcard for their Omniped foot cushions. It has an arresting design in red, white and black, and the cushions themselves have been improved by being now moulded to the contours of the sole of the foot, and covered with fabric

Prescribable Under N.H.S .- A. Wander, Ltd., 42 Upper Grosvenor Street, London, W.1, point out that their speciality Velactin is now prescribable on EC10 forms when used for the treatment of specific diseases. The pack is a 9-oz, tin. Velactin is described as a substitute for maternal or cow's milk, but free of lactose and gluten, and therefore indicated for use in milk allergy, galactosæmia or gluten enteropathy, and as basic feeding during investigations directed at identifying specific allergens. The product contains soya, dextrose, sucrose, dextrin, minerals and added vitamins

Anti-diarrhœal Agent. — A new anti-diarrhœal preparation, Lomotil brand of diphenoxylate hydrochloride with atropine sulphate, is being introduced to the medical profession by G. D. Searle & Co., Ltd., Lane End Road, High Wycombe, Bucks. Described as a non-specific remedy for the sympto-matic control of acute or chronic diarrhea, Lomotil acts by reducing excessive gastrointestinal motility. It is recommended as the first line of treatment against diarrhea, its effect being to reduce the frequency and fluid nature of the stool; diminish abdominal cramping; and control diarrhœa rapidly. Its use enables the physician to reserve sulphonamide and antibiotic therapies

for conditions in which they may be life-saving. Lomotil is available as tab-lets each containing 2.5 mgm, of diphenoxylate hydrochloride with 0.025 mgm. of atropine sulphate and as a liquid containing those quantities in each 5 mils. The subtherapeutic amount of atropine sulphate present is added, it is understood, in order to discourage overdosage.

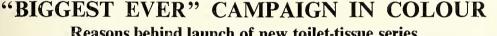
Now Available in Britain.—James, Samuel & Co., Ltd., 56 Fairfield Street, London, S.W.18, notify that Mavala unctuous nail-polish remover has been added to the range.

Three New Products in Series.—Jane Seymour, Ltd., 162 New Bond Street, London, W.1, have added to their Sombrero range a new tube, aerosol, and oil; the Sombrero puffer spray has been discontinued.

In Certain Areas.—From the beginning of the year the whole production of Personna stainless-steel blades, manufacturers of which are Ever-Ready Razor Products, Ltd., 26 Bedford Row, London, W.C.1, has been exported to the United States. Distribution has now been started in Britain in London, the Home Counties and Scotland. Additional machinery is being installed to make national distribution possible. The card holds twelve packets of five.

Sanitary Protection for Teenagers. Three new sanitary specialities, which are being promoted particularly in journals read by the younger girl, are being launched by Macdonald & Son, Ltd., Ashton-under-Lyne, Lancs, and Salisbury Square, London, E.C.4. They are Sil-kini ("the first ever briefs to hold either pads or towels"); Silkini pads (soluble and impregnated with secret deodorant for assured femininity") in ten-pad pack; and Sil-kini cotton-wool towels, similarly treated (in ten-towel pack). All are "packaged for eye appeal and impulse sales."

A "Quality" Pack for a Shaver .-A new pack for the Schick Superspeed electric shaver was designed, say the



Reasons behind launch of new toilet-tissue series

WHAT is claimed the largest Press colour advertising campaign ever mounted in the United Kingdom has been booked to launch the Peter Dixon Group, one of whose associated companies has long been familiar to chemists as suppliers of Bronco toilet rolls, into the £21 millions soft-tissue market. Over 130 newspapers—including major provincial evening and weekly news-papers, are carrying whole-page or twopage spreads in full colour, and most of them are understood never before to have carried colour advertisements of the kind. Brand name of the new soft tissue products is Dixcel, and the range includes toilet rolls, handker-chiefs and facial tissues. The group have been supplying provincial newspapers with newsprint for over ninety years, and "have every confidence" that the pulling power of the provincial newspapers they are using will have the marketing impact they have planned marketing impact they have planned and prepared for." A statement by the group's chairman (Mr. Peter Dixon) points out that a campaign for a new product of this sort has "one overriding requirement—to establish widespread consumer knowledge and acceptance as rapidly as possible." Until recently the use of colour would only have been practicable on posters or in the cinema, neither of which were considered suitable for the present purpose. "The advent of the pre-printed colour advertisement in newspapers has changed this picture and accordingly we are mounting this large-scale provincial colour campaign and supplementing it with television and women's-magazine advertising." The method allows the use of colour for a colourful product (the tissues are in a range of pastel shades). The novelty of the medium complements the newness of the product, for retailers will be seeing powerful advertisements in their own local papers. There is also the fact that the parent company, Peter Dixon & Son, Ltd., have been traditionally associated with newsprint, and have produced, at their Grimsby mills, a specially suitable grade of paper. The scheme has been



The new Dixcel toilet, one of the three softtissue products issued under the new name,

planned as a combined operation within the group, for its plastics factory at Louth, Lincs, is providing the transparent cast polythene film Dixopak as wrapping for the double-pack toilet rolls (allowing the colouring of the wrapped article to be seen clearly without sacrifice of any of the colour of the products) and an associate company, Duffin Containers, Ltd., Grays, Essex, is providing the packaging in which the Dixcel soft-tissue products are being delivered to retailers. Advertising expenditure is in addition to the £4 millions modernisation and development scheme recently announced, which incorporated the installation of new machinery and converting equipment at the group's Spring Grove Mill, Oughtibridge, nr. Sheffield.

That installation has enabled Bronco, Ltd., to make its first large-scale venture into the highly competitive soft-tissue market. Choice of the name Dixcel was influenced by the advantages of limiting the brand name to six or fewer letters, of incorporating a part of the parent company's name and of suggesting the nature of the material. launch is limited to certain television areas but is later being widened to become nation-wide.

SUPERSPEED ELECTRIC SHAVER SCHICK

manufacturers, Schick Incorporated (U.K.), Ltd., New Pound, Wisborough Green, Billingshurst, Surrey, with a two-fold aim: to give a "quality" look and to be eye-catchingly different.

Foot-exercise Sandals.—As an answer to the discomfort that may be experienced from wearing modern-style shoes, the Scholl Mfg. Co., Ltd., St. Johns Street, London, E.C.1, are introducing Dr. Scholl's foot-exercise sandals.



Shaped to strengthen foot muscles, check the causes of corns and callouses, and help straighten crooked toes, the sandals are intended to be worn whenever a formal shoe is unnecessary. The sole is of moulded beech wood, rubberbased to prevent clatter when walking, and the adjustably cushioned leather strap is available in ivory, cherry or tan colour.

Perfumed Deodorant Spray.—André Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, are marketing a new speciality, No. 25 perfumed deodorant spray in container of delicate lilac shade with white printing and white cap.





Left: New deodorant spray in lilac and white container by André Philippe, Ltd., 71 Gowan Avenue, London, S.W.6. Right: Astral airfreshener aerosol by Secto Co., Ltd., Blackburn, Lancs.

Air Freshener Aerosol.—Secto Co., Ltd., Shaw Street Works, Blackburn, Lancs, have introduced a 6-oz. airfreshener aerosol, Astral rose-petal aerosol, printed in green, red, yellow and white metallic inks.

Cosmetics for Coloured People. — James Hardcastle & Co., 430 Edgware Road, London, W.2, announce that they are the distributors of the Dixie Peach preparations for coloured people now available in this country. The range includes Dixie Peach pomade in three sizes, and Dixie Peach hair straightener in two sizes.

A New Type of Hair Spray.—As an addition to the Caress regular range of hair sprays, the Toni Co., 100 Brompton Road, London, S.W.3, announce the introduction of Caress "Hard-to-hold," based on a new type of film former. The product, which is initially available in popular aerosol size, is claimed to give better set holding for the more "difficult" types of hair without imparting an excessively stiff feel. As with Caress regular, it has been formulated to be entirely water-soluble, and is

therefore easily removed by normal shampoos. The method of use is the same as for the regular, and a hair-style may be refreshed by running a damp comb through the hair. The product is presented as a soft pastel blue package.

Permanent "Body" for the Hair.—Gibbs-Pepsodent, Ltd., Hesketh House, Portman Square, London, W.1, are launching a new product Hold-Up, described as "the new six-week styler," for women who "want to give their hair permanent body rather than permanent waves or curls." With Hold-Up, the hair is set on ordinary plastic setting rollers, an operation understood to take "only 45 minutes more than a normal set." The pack contains form-

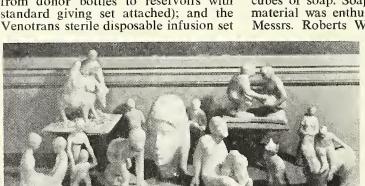
TRADE

Free With Cold Cream.—With every 2s. 11d. jar of Pond's cold cream the manufacturers, Chesebrough - Ponds, Ltd., Victoria Road, London, N.W.10, are offering a sample bottle of their new-formula Skin Fresh.

Replacements. — British Vacuum Flask Co., Ltd., Wilson Road, Huyton, Liverpool, have discontinued issuing the 16-oz. range of Freezheat vacuum ware. They offer two 16-oz. flasks in the Vax range (the V1 Lustavax flask and X1 Continental).

Reclassified.—Abbott Laboratories, Ltd., Queenborough, Kent, state that their Erythrocin granules for oral suspension, introduced in January 1963, have been reclassified by the Cohen Committee under category S (standard drugs that may be freely prescribed). The granules, which are supplied with a plastic measure, produce an oral solution containing, in each 5 mils, 200 mgm. of erythromycin in the form of the ethyl succinate. Bacterial spectrum of the antibiotic includes most Gram-positive micro-organisms, Gram-negative cocci, H. influenzæ, some rickettsias (including treponema) and some large viruses.

Now Available Through Pharmacies. — Paines & Byrne, Ltd., Greenford, Middlesex, state that the following items are now available through pharmacies. — Haemotrans sterile disposable blood transfusion set suitable for the transfusion of blood or other fluids; the Pabyrn sterile disposable transfer unit (type PB1) for use in connection with the Haemotrans and with a calibrated reservoir to facilitate the administration of mixed schedules of intravenous fluids (PB1 units are used for the controlled transfer of fluids from donor bottles to reservoirs with standard giving set attached); and the Venotrans sterile disposable infusion set





ing and holding lotions, a small sponge and a plastic cap to be worn whilst the lotion is "taking."

NOTES

(not suitable for the transfusion of blood; the interior of the set and the parts protected by aseptic caps are sterile and pyrogen-free when supplied; the exterior and protecting plastic bag are not sterile).

Free With the Tube.—A free beauty cape in PVC is currently being offered by Gordon-Moore, Ltd., St. Swithin's, Norwich, Norfolk, with every large tube of Gordon-Moore's cosmetic tooth-paste. While stocks last orders are being made up of six-pack counter-display "dispensers," each tube carton carrying the announcement "Free Beauty Cape." The range of Gordon-Moore's Punch and Judy children's tooth-pastes has been widened by the addition of a fluoride version. Samples are being offered to dentists in the United Kingdom.

Now Tax-free.—Ward, Blenkinsop & Co., Ltd., Fulton House, Empire Way, Wembley, Middlesex, state that the Customs and Excise Authorities have exempted from purchase tax their speciality Uvistat cream on condition that the base of the cream is made to a revised formula that has been approved, and provided that Uvistat cream is not recommended for the alleviation of sunburn. All orders for 50-gm. tubes are being executed with Uvistat cream to the revised formula from June 1, and on that basis the product becomes exempt from purchase tax.

Soap Sculpture. — Realising that schools are always in need of educational material, Roberts Windsor, Ltd., 63 Grosvenor Street, London, W.1, interested a London girls' school in the possible use of soap for three-dimensional art work, provided six 12-incubes of soap. Soap sculpture with the material was enthusiastically taken up. Messrs. Roberts Windsor describe the

advantages of soap over some other materials for sculpture as quietness, cleanliness and mobility. Placing the work in a plastic bag was found considerably to reduce risk of warping. Some of the results of work by pupils aged 16-18 years are shown.

New Family Size.—Sebbix shampoo is available in a new 5-oz. size in pack of new design, and the other Sebbix



packs have been improved to correspond. They will become available gradually as stocks of previous packs are exhausted. The 3s. 2d. bottle and 3s. 2d. cream tube are replaced by enlarged sizes retailing at 3s. 3d.

A Bonus for the Customer.—A new Silvikrin liquid shampoo consumer deal banded offer is being made nationally. With the standard-size bottle is banded a free rain hood, and with the economy bottle a toilet sponge. The dealer's pack showing the free rain hood has a builtin mounting card printed in pink and dark blue, and the outer case is de-



signed as a cut-away display piece. The toilet sponge is made of a soft foam claimed more acceptable than the usual plastic foam sponge. It is wrapped in sealed polythene and the package itself is "a most attractive piece of merchan-dise," the sponge and bottle being enclosed in a red plastic net bag, secured at the top with a white sealing clip.

Discontinued. — DU BARRY LONDON AND NEW YORK, LTD., 89 Wigmore Street, London, W.1, announce that they have ceased production of Creme Ex-

traordinaire and withdrawn the product.—LEDERLE LABORATORIES division of Cyanamid of Great Britain, Ltd., Bush House, Aldwych, London, W.C.2, have deleted sulphadiazine tablets from their catalogue. — MOORE MEDICINAL PRODUCTS, LTD., Aberdeen, announce that they have ceased production of that they have ceased production of Brovonite tablets. Supplies are no longer available. — JOHN WYETH & BROTHER, LTD., Taplow, Maidenhead, Bucks, have ceased issuing the 4-mil pack of Penidural L.A. Penidural L.A., 10 mils, continues to be available. — WARD, BLENKINSOP & Co., LTD., Fulton House, Empire Way, Wembley, Middlesex, have discontinued issuing Warfarin sodium 50 tinued issuing Warfarin sodium, 50 mgm., in box of five 2-mil ampoules. The 3-, 5- and 20-mgm. tablets remain available.

Whitsun Holiday Closings.—The normal holiday for most pharmaceutical manufacturers and wholesalers is from Friday afternoon, May 31, until Tuesday morning, June 4. The following have notified special arrangements:-

NORTHERN PHARMACEUTICALS, LTD., Galen House, Bradford, 1. Open as usual on Whit Saturday, June 1; open 9 a.m. to 12 noon on Whit Tuesday, June 4 (telephone number for emergency service: Bradford 76547).

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), Ltd., Dagenham. Order department closed from 12 noon, May 31.

THE following have notified that urgent supplies required during the holiday period may be obtained from John Bell & Croydon, 50 Wigmore Street, London, W.1:-

DISTA PRODUCTS, LTD., The Broadway, Wimbledon, London, S.W.19.

HORLICKS, LTD., Slough, Bueks.
Paines & Byrne, LTD., Perivale, Greenford, Middlesex.

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham, Essex.

Bonus Offers

AKOS CHEMICALS, LTD., 521 Cambridge Heath Road, London, E.2. Highlight hair care shampoo sachet. Fortyfive (nine of each variety) invoiced as thirty-six. Until June 30.

CHESEBROUGH PONDS, LTD., Victoria Road, London, N.W.10. New-formula "Skin Fresh" toning skin freshener. Twelve invoiced as eleven,

THOMAS CHRISTY & CO., LTD., 152 North Lane, Aldershot, Hants. Christy's skin emulsion. Forty invoiced as thirtysix. Twelve invoiced as eleven. Offer extended for a further period.

WARRICK BROTHERS, LTD., Tile Hill, Coventry. Rinstead pastilles. Fifty-two invoiced as forty-eight, 106 invoiced as ninety-six; 162 invoiced as 144; 330 invoiced as 288.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Negotiating from Strength

SIR,—In reply to C. Lonsdale and in defence of Mr. Jenkins (see C. & D., May 18, p. 548), it seems to me high time pharmacy in general had a few more members like Mr. Jenkins, his attitude being far from disturbing regarding National Health Service remuneration. Surely the only way anyone can achieve his due in this day of trade-union supremacy is from a "position of strength." As far as the Ministry is concerned, confronting them with a mass of data, relevant and otherwise, will only result in yet another delay in our claim for increased remuneration. The sooner pharmacy unites behind men of the same outlook as Mr. Jenkins the better it will be for us all.

K. H. Cookson,
Shirehampton

Grounds for Appeal

SIR,—Herewith part of an appeal I have made for the reassessment of rates.

. I also appeal for the reassessment of my shop premises owing to the migration of customers to other shops in the area who are enticing away customers by the distribution of trading stamps—a practice I am not allowed to follow by the restrictions of the Pharmaceutical Society's Ethics of trading.

I also appeal on the grounds that in the practice of pharmacy the basic structure of the salary earned has been devalued by the Ministry of Health. So that by the action of the Ministry of Health and the distribution of trading stamps by other traders has made this a very precarious occupation and one that should be assessed from a different point of view if the business is to stay economical and still provide the community with a National Health Service.'

A PHARMACIST,

Dorset

Three Grouses

SIR,—May I beg a little space to ask the opinion of retail pharmacists on

the following points:
1. My local "cthical" wholesaler has just written to say he regrets it will not be possible to accept or execute orders on Saturday, June 1, because of annual stocktaking. As June 1 is likely to be one of the busiest days of the year, it being the Saturday prior to Whit Monday, why take stock on that of all days? It is no consolation to be told that "any order received on this day will be dealt with on the following Tuesday." The much boosted service to the pharmacist would appear to be a myth!

2. I have had two cases of damage to oxygen valves during the past month, the first costing me £4 2s. to rectify. My local Executive Council say." Collect the cost from the N.H.S. patient or his executors!" What a hope! Why cannot oxygen cylinders be shaped like Calor gas cylinders, instead of being top-heavy and so liable to topple over? If the valve is knocked against a wall, bang goes £4! As usual, the contractor foots the bill.

3. If I dispense two pennyworth of drugs in an 8-oz. bottle, I presume I am paid less than 2s. for the job. However, 2s. is deducted for the item. Thus it would pay me to chuck the 'script away, or would it? (The 2s. deducted is, of course, the amount assumed paid by the

> C. H. PATRICK, Twyford, Berks

Leeds Poison Information Bureau

-Mydepartment has assumed technical responsibility for the Leeds Poison Information Bureau, which was established by Mr. M. Ellis, F.R.C.S., and Mr. B. Edge, S.R.N., in the casualty department of this hospital. The bureau has provided a most useful service in answering about 740 inquiries within sixteen months. Over half of those calls related to the accidental ingestion by children of materials commonly found around the home, such as antiseptics, detergents, polishes, glues and proprietary remedies. To continue to provide the service we need to have information of the composition of proprietary medicines, domestic and gardening materials as and when such preparations are mar-keted. I should therefore be most pleased if manufacturers who are distributing locally or nationally preparations likely to be found in the home would kindly notify details to me, if possible slightly in advance of the marketing date, indicating whether the preparation is toxic or non-toxic, and in the former case detailing the toxic material. Any information given in this way will, of course, be treated with the strictest confidence.

N. W. BLACOW, Chief Pharmacist,

United Leeds Hospitals

Adapting to Changes

SIR,—My recent critics, in attempting to draw up balance sheets which would baffle my accountant cannot, I fear, see the wood for the trees. the past few months excellent pictures of the history, present state and future prospects of pharmacy have been given by a committee in "the Report" and by individuals such as the aspiring Mr. R. Dickinson and the retiring Mr. R. H. Kemp. It is thanks to the freely given advice of Mr. Kemp, just twelve years ago, that I am established in retail pharmacy and enjoying great vocational satisfaction, if not the inflated profits that are being conjecturally assessed. It is generally agreed that, given a decrease of 2,000 pharmacies in the next decade, there will be one practising pharmacist to every 5,000 of population. Admittedly many elderly pharmacists will enjoy little re-ward if their shops are taking less than £8,000 a year, but it is within the power of our local branches to help them to ease off with locum and parttime work, which would ease our own burden too. In the allied profession of medicine, and particularly in general practice, the younger doctor is turning more to the pharmacist to relieve him of routine work. That tendency will increase as medicine is likewise deprived, by mass retirements, of several thousands of G.P.s in the next decade. After two humiliating experiences: the C.F. case of 1958, and the N.H.S. cuts of 1961, pharmacy has emerged—owing to the ethical policy of the Society and the individual efforts of its members, linked fortuitously with the thalidomide tragedy—to a position of respect by the public and by its fellow professions. Differences between the multiples, the Society, the N.P.U. and the Minister can only be based on past suspicions. Let us all bury them

and work out a plan for the individual pharmacist to enjoy full professional autonomy and reasonable reward in his own department, be it a hospital, store or on his own ground. emphasis on the fee as the main basis of remuneration, and with oncost suitably adjusted, there is no reason at all why, with the increased concentration of work, the pharmacist should not prosper and the Minister still keep within his estimates.

KEITH JENKINS, Bovingdon, Herts

Invitation to Debate

SIR,—The ideals for which I have fought in pharmaceutical politics since 1913 should go a long way to prove my loyalty both to the Pharmaceutical Society and to the National Pharmaceutical Union. That emboldens me to point out a fallacy in certain recent arguments put forward by correspondents. As has been pointed out elsewhere, some seem merely to visage the Society's swallowing all other bodies and to assume that that would enable them to force the Government to pay more. Let me inform those people that, if they are depending upon the powers of the Statutory Committee to implement that forcing, they are on hopelessly weak ground. It is true that the Committee could probably remove a member from the Register merely because it did not like the shape of his nose. There is one exception at least to its powers. If it tried to compel members dispensing not more than 500 prescriptions per month to join in any attempted pressure upon the Government, it would be a biassed committee, and any member expelled would most certainly win his appeal to the High Court because of that. The wild men of the day are apparently unaware of that fact, and in their attacks upon the N.P.U. are merely attempting the impossible. I have discussed this matter with two well known Q.C.s, and both agree with me. If any member of Council, or of the staff or administration of the Society, disagrees with me on this point, I would be glad if they would agree to hold a public or private debate.

E. A. ATKINS, Cobham, Surrey

Steps to Professionalism

SIR,—It is surely time that the Pharmaceutical Society stepped down from its pedestal and concerned itself with the welfare of its members. would be the quickest and surest way of attaining professionalism. As a first step it could offer to the Minister of Health that, in return for the restriction of medicine sales to pharmacies (with specified exceptions where there was no pharmacy within two miles) it would undertake to reduce the drug bill—given a free hand. A committee would be set up—jointly with the British Medical Association if desirable, to "vet" all drugs suitable for N.H.S. prescribing, the committee to be satisfied that each new medicament represented an improvement economically as well as therapeutically on existing remedies, wherever possible replacing them. If accepted for N.H.S. any "copies" of it by other firms

would have to be exact replicas. When a drug was accepted as suitable the range of packs should be kept to a minimum. Most patients can count up to two, so there would seem to be no need for 250-mgm. antibiotics as well as 125-mgm. By such means the stocks on our shelves could be decimated and life that much easier both for us and for the pricing bureaux. Other routes to efficiency and simplicity would be:

1. A single D.D.A. register. There is no logical reason for separate

sections.

2. Making it legal for a shop to be open in the pharmacist's absence, provided that poisons other than prepacked proprietaries were not sold and that prescriptions were not dispensed (severe penalties for breaches).

3. Removing the necessity to stick name-and-address labels on prepacked proprietary poisons. It helps no one in poisoning cases to know that the Gee's linctus pastilles were supplied by John

Smith, M.P.S.

4. A little more trust in pharmacists' professional skill and responsibility.

No doubt the Society could be inundated with ideas along those lines and I feel that implementing them is the Council's prime duty. I appreciate that legislation would be required but it could be done. JOHN HOLT, Huddersfield

A Letter of Protest

SIR,—Following on receipt of Memorandum ECS (P) 2A/1963 from the local Executive Council, a number of Fife chemist contractors have been able to meet and consider its implications. As a result, a strong protest has been lodged with the secretary of the Pharmaceutical Standing Committee concerning the contents of the document. The annual meeting of chemist contractors in Fife has unanimously agreed on the following points as a basis for further negotiations with the Department of Health for Scotland:-

Return to 25 per cent, oncost, with

abolition of differential.

2. Payment of a suitable dispensing fee. (Taking all considerations into account, including continually rising overheads, an average fee of 3s. per prescription is considered reasonable.)

3. Increase of Sunday and publicholiday rota fee to 25s, per hour.

4. Payment of a suitable "urgent" fee—5s. per form.

5. Payment for the issue of EC57 forms—a flat rate of one half-penny per prescription is suggested.

Chemists in England and Wales, please A. L. DUNLOP, copy. Kirkcaldy, Fife

"Shadows Before"

SIR, - Will you kindly correct an error in my letter published in the current issue which should have read £3 millions from the pharmacists and not for as published. May I draw to the serious contemplation of all pharmacists the *P.A.T.A. Record* of April 1963. On page eighteen of that publication they will find an announcement which will inform them of what the future is for that part of their business which has to subsidise the dispensing. MANCHESTER CHEMIST portion.



For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at 28 Essex Street, Strand, London, W.C.2

TELEPHONE: CENTRAL 6565

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

Babies as Pharmacy "Customers"

THE number of births in England and Wales has risen rapidly from 690,000 in 1954 to 856,000 in 1962. In 1967 the birth rate is expected to reach 891,000, and the Registrar-General has let it be known that he expects a record total in 1972 of 901,000. Concomitant with that trend is a rising number of children under two years of age (1,589,000 in 1962, 1,736,000 in 1972) in the population, and a similar expansion in the number of children under five (3,783,000 in 1962 and 4,320,000 in 1972).

Those statistics are to be found in the "blue book," "Health and Welfare, The Development of Community Care" (H.M. Stationery Office, price 24s.), in which the Minister of Health presented to Parliament his plans for the Health and Welfare Services of the Local Authorities. In a section dealing with mothers and children, the Minister points out that mother and baby are both at risk in the periods before, at, and immediately after childbirth, and that "for the baby the risks of the birth process itself are followed by those peculiar to the early weeks and months and later by those, such as infection, associated with the first few years of life ... " "Hence, in addition to the basic need of mother and baby for medical and nursing care, the mother requires to be aware of the risks and know how to safeguard her own health and that of a growing child. For this she may need expert advice on how to prepare for her confinement, on infant feeding and on mothercraft generally, on immunisation and other forms of protection against infection, and on the early recognition of departures from the normal progress, physical and mental, of a healthy child."

Whilst the Command Paper presents and analyses the plans which local authorities prepared during 1962 for the long-term development of public health and welfare services, it also serves as a reminder to pharmacists in general practice that there is an expanding market for products and preparations for babies and the mothers who are caring for them.

The situation is further highlighted in an article on p. 579, in which it is stated that about 60 per cent. of the market for baby goods is still held by chemists.

That figure will not be maintained unless pharmacists make well directed efforts to ensure that mothers are frequently, in fact constantly, reminded of what the pharmacist has to offer. A "Baby Corner or Counter"

can be the place where the reminding is done, to the mutual benefit of both the customer and the pharmacist.

Rating Appeals

THE appointment of a committee of inquiry, under the chairmanship of Professor R. G. D. Allen (London School of Economics), to assess the impact of rates on households in different income groups and in different parts of Great Britain, "with special regard to any circumstances likely to give rise to hardship," reflects the anxiety and consternation that arose following the revaluation of property and the rating increases proposed by many authorities.

The inquiry is limited in scope to matters concerning householders, though we are aware that some shopkeepers are much concerned at the seemingly harsh demands of the recently presented local authority.

What should an occupier do if he wishes to appeal against the assessment? He should ask to be provided with the appropriate form on which to make his proposal for reduction of the assessment to the figure he contends is the proper one. On that form he should state his own figure for the assessment, and the grounds on which the assessment ought to be reduced.

The grounds should be carefully considered and stated specifically, none being omitted. But he might add a sentence to the effect that the assessment is greater than the real letting value of the property and is excessive in comparison with other assessments.

The notice containing the proposal should, without delay, be submitted to the authority. The person who makes the proposal to reduce an assessment should scan the valuation lists kept at the Council's offices, should make a note of the new assessments for other similar properties, and should ascertain the total of the valuations of the properties in his rating area. The percentage of the whole increase over the previous total of assessments may be ascertained and compared with the percentage increase of the individual assessment.

After receiving the proposal the valuation officer may ask the proposer to discuss the matter in order to arrive at a compromise but, until a satisfactory compromise is arrived at, the proposer should not withdraw his contention, since it appears that a proposal, once withdrawn, may not be revived. If the valuation officer desires to object he must, within five months, serve the proposer with notice of his objection. That notice will also state that, if the proposer does not withdraw his proposal within fourteen days, his proposal will be treated as an appeal. If the matter goes to appeal, then the appeal, which is quite informal, will be heard by the local valuation court.

The valuation court, after hearing the facts and the evidence, will give its decision. Either party will then, if dissatisfied, be entitled to appeal to the Lands Tribunal Court, where the hearing will be of a more formal character, and where it is usual for the parties to be legally represented. From the Lands Tribunal there will be a right of appeal to the Court of Appeal, but the appeal, in that case, will be restricted to points of law.

NEW FILMS

Prescriptions for Profit

National Cash Register Co., Ltd., 206 Marylebone Road, London, N.W.1. 35 mm. strip film. Colour. Commentary on 12-in, record. Running time 20 minutes.

PRODUCTION of the film has been exclusively directed to the retail pharmacist. It has a message to all pharmacy owners who see some of their trade slipping away to other channels and in particular it should be interesting to those who have "supermarket phobia." The arguments for and against shop modernisation are presented in a discussion between two pharmacists. One, whose counter trade is declining in the face of supermarket competition, associates merchandising with cheap-jack groceries and price-cutting. His prosperous colleague, however, explains that merchandising is merely a term to describe any method by which the goods on sale and the customers who wish to purchase may be

brought together quickly. Adoption of self-selection sales methods for suitable items need not lead to lack of professionalism—the reverse is more likely to be the case. Customers, according to the film, expect their shopping to be easy; chemists must bring to selling the professional approach they have to dispensing. Much of the technical detail has been supplied by the National Pharmaceutical Union. Shots of the modernised pharmacy at Hounslow, which was the "guinea pig" of the recent N.P.U. project, are included. The film is available from district offices at Bristol, Birmingham, Liverpool, Manchester, Leeds, Newcastle-on-Tyne, Glasgow and Dublin and from head office.

HOSPITAL PHARMACY FORUM PROFESSIONALISM AND REDUNDANCY

By a Hospital Pharmacist

TET another publication ("Central Sterile Supplies"-Nuffield Trust)—and one that bears considerable weight—has passed over in a few words, and almost patronisingly—the part that pharmacists can take in central sterile supply departments. When will other professions—or should one say the country-accept pharmacy within the ranks of the professions, give it the chance to show it is of professional calibre, and willing and ready to accept such standing? Hospital pharmacy has been attempting through the years to keep its own branch of pharmacy on a high professional level. In the main it is succeeding. Would that our colleagues in general practice would accept the challenge of the times, and the report of the Committee on General Practice, and set their houses in order—for, make no mistake, the public face of pharmacy is that of the chemist's shop—not the hospital department. The hospital pharmacy is seen only by those working in the hospital, and when out-patient treatment is necessary. Always with us is the chemist's shop, and that, above all, is the face of pharmacy seen by the general public. When that face becomes truly professional, and only then, will pharmacy be admitted to the ranks of the professions. Shopkeeping and professionalism do not walk hand in hand. One must be one or the other, and herein lies the current problem in pharmacy. Its solution, vital to the profession, involves people, and people are always difficult. The closing of unsuitable establishments is a "must." There might even be redundancy in general practice! Redundancy has raised problems in hospital practice. The ten-year plan for hospitals involves the building of new large hospitals with fully comprehensive services, which will mean the closing of many smaller units and the concentration and centralisation of services. Concentration and centralisation are rational. It is far more economic in personnel and money to provide one fully developed, equipped and staffed service than several smaller, ill-equipped, ill-housed, under-staffed services. Technical and professional services are costly—currently 60 per cent, of the service expenditure—hence they must be used to best advantage, and that seems to be in large centralised hospitals.

Personal Problems

Centralisation of that kind does mean, of course, that the smaller units will be closed, the services transferred, the staff, wherever possible, transferred. The transfer is one of the personnel problems that has to be dealt with and solved. It has been said that there are plenty of vacancies in hospital pharmacy. Is that so? Maybe for young, newly qualifieds there are many choices of hospital and town, but what of the pharmacist of many years' service, with established home and family, whose hospital is to be closed under the ten-year plan? There are procedures to deal with the problem, and limited help is available to ease the burden, but the real problem is surely the one of home and family and personal ties. Apart from obtaining a suitable post there is the question, if moving town has to be done, of uprooting the family. Fortunately children are versatile, and more capable of taking the ups and downs of life than

adults but, education being what it is today, is it to the children's advantage to change schools in mid-stream? Many a pharmacist must have passed over a chance of promotion because of the children's education. Few authorities, as yet, have abolished the "11 plus," and parents have to consider whether, in all fairness to the children, they can uproot themselves before that hurdle is dealt with. Education-wise things become easier afterwards. If, of course, hospital pharmacists were in a position to pay for education, then moving, from any cause, would become much more simple. Redundancy is not yet a big problem. Unlike the railways, there are not hospitals in every village—but where there is any at all the human problem is the largest hurdle to climb, and the one that deserves most attention.

Elections are in the air, and pharmacy's own is a marathon this year. It is heartening to see that conditions in pharmacy have stirred so many people to show interest. It is to be hoped that all members will use the vote to elect to office those persons they consider will lead the profession the way they desire it should go. Hospital pharmacists are a minority of the profession, but they have their aspirations, their hopes, and their wish to see pharmacy within the ranks of the great. They will continue to fight for recognition.

Pharmaceutical Society of Northern Ireland

MONTHLY MEETING OF COUNCIL

A CCOUNTS amounting to £1,580 were passed for payment at the Council meeting of the Pharmaceutical Society of Northern Ireland, held in Londonderry on May 16, the president (Mr. D. Moore) in the chair. The meeting agreed to impress the Society's seal on a form of transfer for the purchase of shares on behalf of the C. W. Young Scholarship Fund.

THE PRESIDENT said the Council was delighted to be holding its meeting in Londonderry, and he welcomed Messrs. N. A. J. Anderson (president, Ulster Chemists' Association) and J. N. Patterson (chief pharmaceutical inspector, Ministry of Home Affairs). An application from Mr. W. F. McStay for the restoration of his name to the Register of Pharmaceutical Chemists for Northern Ireland was granted. Certain matters pertaining to the building programme at the Society's premises in Belfast were referred to the House Committee.

Present were Messrs. R. M. Watson (treasurer), W. H. Boyd, H. G. Campbell, W. Donaldson, J. Gordon, G. E.

McIlhagger and A. Templeton.

After lunch, members and their wives were guests of the Londonderry and Strabane Chemists' Association on an excursion into County Donegal, and were welcomed during dinner at Ballybofcy by its chairman (MR. H. Y. FERGUSON). MR. MOORE thanked the Association for its invitation, and said how much the Council looked forward each year to the visit to Londonderry. He complimented Mr. M. J. McDermott on the arrangements.

NATIONAL BABY WEEK June 22-29



Medical Child Welfare Practice Today

A. L. FRENKIEL, B.A., M.R.C.S., L.R.C.P., D.R.C.O.G., D.C.H.

THE development of preventive child-health services, better known as maternity and child-welfare clinics, has been a slow process. The 1918 Maternity and Child Welfare Act gave the medical officer of health of a local authority the power to establish clinics and welfare centres, provide free and cheap milk, cod-liver oil and orange juice. The National Health Act, 1948, provided free maternity and health visiting services. While the 1918 Act had ensured a complementary service to that of the hospitals, aiming chiefly at the prevention of scurvy, rickets or infection, the National Health Act widened the concept of prevention of disease to one of promotion of health. The antenatal care of mothers, conceived as the care of a child during his fœtal life, became an indispensable tool in the two historical distant aims of infant-welfare practice, namely lowering infant mortality and actively promoting a child's physical and mental health, the concern of authorities today.

The maternity and child-welfare medical officer, known as the "clinic doctor," must therefore combine good knowledge of obstetrics and experience in pædiatric medicine with a basic acquaintance with psychological medicine. But whilst those are the sine qua non of a maternity and child-welfare specialist, he or she must also know a good deal about medical genetics and human growth and development, for the clinic doctor is often called to advise on whether hereditary conditions would preclude the chances of successful motherhood. Non-hereditary factors can also affect the baby. German measles and possibly other virus and bacterial infec-tions contracted by the mother in the early months of pregnancy can cause congenital heart disease, cataracts, deafmutism and mental retardation. Congenital syphilis and prenatal toxoplasmosis are other examples of infections with striking effects on the developing baby. The tragic lesson learned from thalidomide has shown that, during early pregnancy, drugs must be used with extreme caution, and Hiroshima has demonstrated the effects of atomic radiation on the fœtus.

Help in Overcoming Anxieties

During the antenatal period the mother's health must be protected. At the beginning of pregnancy, in addition to advice on rational diet, with emphasis on high protein, iron and supplementary vitamins, the prospective mother's attitude towards her pregnancy is watched and her maternal capacity assessed. She is usually happy and serene, but occasionally pregnancy can stir up anxiety and emotional storm. Help is given by stimulating the mother to talk about herself, her childhood, her marriage and her husband. Occasionally the fear of becoming a mother is so complex that the help of a child psychiatrist must be sought.

During the last trimester of pregnancy the baby itself is discussed, and the mother's hopes and plans concerning feeding are cautiously approached. Careful examination of

the breast usually indicates the capacity for breast feeding, and a potential success in that field may be roughly guessed. Sometimes encouragement may be necessary, but appealing to mother's moral responsibility is never resorted to. The fact that babies fed on powdered milk retain radioactive strontium 90, even in small quantities, whilst breast-fed babies are in a negative strontium-90 balance (i.e., they excrete more than they ingest), and other arguments for breast feeding, are kept well in mind but are never mentioned. Failure to breast-feed should never make a mother liable to feelings of guilt—an emotion most damaging to a young mother's developing personality.

Nipple Care

Nipple care will be undertaken readily by those who want to nurse their babies. It consists of washing the breasts once a day. Nailbrush-and-spirit rubbing is never advised, as it makes nipples liable to cracking. A bland, emollient cream, with small amounts of vitamins A and D., applied sparingly on the nipple after bathing, keeps it supple and healthy. Sometimes the nipples become purplyred and scaly, causing irritation. That state, occasionally mistaken for eczema, is often caused by monilia infection, and gentian violet application (1:150 aqueous solution) clears the condition in a short time. It occurs more commonly in mothers already feeding, and is often associated with thrush infection in the baby's mouth, which must also be treated. Retraction of the nipples may be treated antenatally with Weller's shields, which are easily cleaned and sterilised in cetrimide solution. The shields may be worn under a brassiere, and may help with even the most retracted nipples. Expression of colostrum from the breasts during the last weeks of pregnancy is taught to mothers anxious to feed. It promotes good lactation and prevents engorgement of breast in the early puerperium. The attention and care of the mother is continued after the birth of the child, and full support must be constantly given, especially in cases of more difficult labour. To do that means treatment of all post-partum complaints with meticulous care. Among the more trivial ones, prolapsed piles are carefully pushed back through the anal sphincter and supported by a soothing, astringent suppository after each bowel motion. Engorgement of the breast is treated with stilbæstrol in 5-10-mgm, doses four-hourly for 24-48 hours. Mild post-partum anæmia is treated with a suitable preparation of iron, and obesity is corrected by suitable diet. Poor muscle tone is corrected by "keep-fit" exercises, which are a continuation of the relaxation classes attended by mothers antenatally.

Adjustment to the new situation takes, in all, about 4-6 weeks, which are perhaps the most difficult time for the baby. During it the baby may present a few commonly encountered problems. The mode of feeding would have

and fail to grow unless diagnosed and treated early. Re-

jection of an infant by the mother may produce a variety of feeding problems differing in their pattern. The hungry,

never satisfied baby constantly refusing feeds and a poor

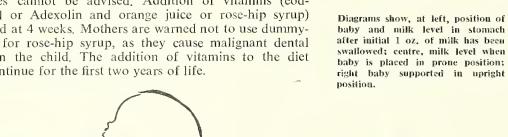
sleeper is a good example. The treatment aims at persuading the mother to accept the child and, even if that is achieved, she may need to "spoil" the baby before it

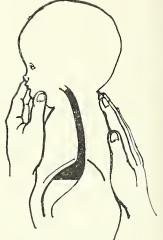
Skin blemishes are among the most common complaints.

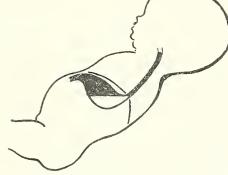
Hæmangiomata are red birthmarks of either the flat kind or the elevated "strawberry" type. They should be left

finally becomes free of symptoms.

been established, but if breast-feeding had been decided on and had failed, one of the powdered or evaporated milks should have been initially chosen. After the third week, half-cream milk is gradually changed to full-strength milk. As babies differ not only in birth weight but also in stomach capacity, degree of activity which they display, and in their metabolic rate, the average calculation of 50 calories per lb. of body weight with 2.5 oz. of fluid per lb. is only a rough guide to their actual needs, and the quantities of food are calculated in accordance with the child's foodintake and gain of weight. It follows that rigid feeding schedules cannot be advised. Addition of vitamins (eodliver oil or Adexolin and orange juice or rose-hip syrup) is started at 4 weeks. Mothers are warned not to use dummyfeeders for rose-hip syrup, as they cause malignant dental decay in the child. The addition of vitamins to the diet must continue for the first two years of life.







Weaning Problems

Weaning babies to solids does not follow a general rule. Some babies may need solids early, and a small amount of precooked baby rice may be started at the beginning of the sixth week. Infants' needs are assessed individually, depending on demand, activity and growth. Failure to gain weight after the introduction of solids may sometimes be caused by cœliac disease due to intolerance of gluten found in wheat cereals, and such babies must be investigated in hospital before the diagnosis is made and an appropriate diet advised. The most common feeding problem is evening colic. That is due to pockets of air imprisoned in the small intestine. Drugs or "gripe water" are of little value, and the best management of colic consists of a rational feeding technique aimed at preventing the excessive swallowing of air. One practice always helps to some extent: interrupting the feeding after the initial 1 oz. of milk has been swallowed, placing the child in a prone position for 1-2 minutes, and then changing it into an upright one and supporting the back into a straight vertical. That relieves the segment of air trapped in the distal part of the stomach by the milk and carried into the duodenum. At birth the stomach lies with its long axis in the transverse plane of the body. Later it lies obliquely and, with the introduction of solids, the infantile colic disappears. Vomiting during the early neonatal period should always be investigated; conditions such as pyloric stenosis, dysentery, other infections or intussusception must be excluded before the problem can be considered as simply one of feeding. A weak diaphragmatic sphincter or a definite diaphragmatic hernia may give regurgitation of feeds, particularly when the baby is lying flat. Inclining the baby at about 30-40°, and early adding of solids or thickening feeds with Complan or Benger's food, will prevent the constant vomiting. Quickly taken feed may also result in vomiting, as often happens in active and hungry babies with small stomachs. More concentrated feeds given at shorter intervals usually help. Fibrocystic disease of pancreas may present a similar clinical picture: a hungry baby desperately anxious to feed, taking quickly and greedily large quantities, and then vomiting. Even when put on smaller feeds at shorter intervals, those babies, passing large offensive stools, are unable to use the nourishment,

without treatment during the first year of life, as they usually disappear. Fine papulo-pustular rushes on the face are often due to the presence of a staphylococcal carrier in the family, and are best treated by Naseptin cream applied on the anterior part of the nostrils of both parents and baby. Infantile eczema, usually of the seborrhoeic kind, is treated by removal of scurfy scab from the scalp with cetrimide shampoo. Liquid paraffin helps to remove it; olive oil must not be used. Unguentum emulsificans aquosum is often used with good results instead of soap. Only in severe and intractable cases should an ointment of 1 per cent, fresh hydrocortisone powder in ung. emulsific. aquos. be applied twice daily on the irritating, red but non-weeping areas. Umbilicus with an infected remnant of cord may be the source of papular rash. Cauterisation with ordinary silver nitrate pencil must be done expertly, as the sloughing may be deep and un-umbilical hernia may be present. Skin conditions with blisters or pus-filled bullæ must be investigated bacteriologically, for neonatal pemphigus or exfoliative dermatitis may kill within a short time, even in the antibiotic era. Nappy rashes are caused by ammonia. They result from faulty nappy hygiene. The infant's ability to concentrate urine is inferior to that of the adult and, owing to low phosphate clearance, little or no phosphate may be present in the urine of infants. As a compensatory mechanism more ammonia is excreted to combine with the total acid found in the urine. The rate of uric acid excretion is also rather high, and that results in new ammonia formation on the nappy itself, uric acid being split into ammonia and urea. The excessive amount of ammonia thus formed on the unsterilised nappy attacks the skin, which becomes an easy prey to infection. Nappy dermatitis may be prevented by boiling the nappies, by the use of hydrorepellent barrier creams or simply by placing boric powder inside the nappy fold. Boric crystals must never be used in presence of severe nappy dermatitis with areas of broken and excoriated skin, or the acid may be absorbed into the blood stream, with serious toxic effects.

Quiet Nights for Parents

Restlessness and sleep difficulties of the baby can wear out the parent who asks for "something to get the baby to sleep." The sleeping difficulties occur soon after birth, or between the eighth and twelfth months, when the larger teeth start erupting. The time-honoured use of chloral hydrate is justified only in cases of cerebral irritation due to intracranial birth injury. In the older children Phenergan elixir is of help, while children with irritating skin conditions respond excellently to Vallergan, barbiturates are generally avoided, for they depress the cortical brain activity, not necessarily suppressing lower levels, and so seem to reduce the ego-control of the child, releasing instinctive behaviour. Sedatives or tranquillisers are used rarely, as sleeping difficulties are usually due to psychological causes. A separate bedroom for the child and a sedative for the mother often solve the problem.

One of the active therapeutic measures to ensure health is immunisation. Babies are immunised against diphtheria, tetanus and whooping cough, starting at two months with three 0.5-mil doses of triple antigen given at monthly intervals. That dosage is later reinforced by "booster" doses, one at the age of fifteen months and the second at five years, before entering school. Immunisation against poliomyelitis is carried out with oral Sabin vaccine, three doses of trivalent vaccine being given orally at four-weekly

intervals, starting at six months. A reinforcing dose is given when the child starts school. Vaccination against smallpox is now advised during the second year of life, though the best time for vaccination is still controversial.

Summing Up

To sum up: Healthy babies present no problems. They are full of confidence through the right relationship with mother. The "ought" is not employed in their upbringing, and rigid techniques are not used. Efforts are therefore directed towards helping the child to gain confidence in the earliest phase of life, preventing the agonies of self-consciousness that rob life of half its zest in the adult. Let the child take risks, make decisions. Do not fight over clean habit-formation, but promote it as a pleasant routine which the child follows on his own accord. Today one remembers that life during childhood is not merely the time of learning, growing, being shaped, influenced, in short "being prepared for life," but it is a segment of living deserving happiness in its own right. Childhood happiness derived from love, encouragement and security, is one of the most positive shaping tools.

A Recent Advance in the Laboratory Diagnosis of Pregnancy

DENYS TWEDDELL, M.P.S.

HE early diagnosis of pregnancy has taxed man's ingenuity from time immemorial. Over the centuries many ways have been explored—tests ranging from the urine examinations, expounded by the ancient Egyptian sages, to catching the light in the subject's eye—primitive opthalmoscopy indeed!

Only within the past few decades, however, with systematic study replacing empiricism, has pregnancy testing achieved rationalisation. The era of true laboratory testing arrived with the classical observations of Aschheim and Zondek¹; and the development of the test that bears their name. Today a new approach to the laboratory diagnosis of

pregnancy has been developed.

The onset of pregnancy brings about a change in the hormonal flow. In particular, soon after the implantation of the fertilised ovum, the developing cytotrophoblast elaborates human chorionic gonadotrophin (H.C.G.). That gonadotrophin, which in the human appears in the serum and the urine, is peculiar to pregnancy—so much so that its presence is regarded as convincing evidence of that state.

Animal Tests for Pregnancy

The great majority of laboratory tests that have been in use during the past thirty years are based upon the biological identification of H.C.G. in the urine or the serum. Those tests depend upon the responses evoked by H.C.G. in various animals. In the Aschheim-Zondek test, immature female mice are used, H.C.G. inducing a precocious full ovarian cycle. H.C.G. has a profound effect on the immature female rat also, and causes a conspicuous hyperæmia of the ovary.

The Friedman test³ is carried out in female rabbits. H.C.G., provokes ovulation without the stimulus of copulation, which is normally required. The Hogben test utilises the female South African clawed toad, the criterion being that H.C.G. causes the shedding of ova.

The Galli-Mainini test depends upon the spermatogenic response to H.C.G., exhibited by the males of various species of toads and frogs.

The animal tests for H.C.G. have served a useful purpose. Depending upon the species used, they give good to excellent degrees of accuracy. Unfortunately they also suffer from a number of disadvantages. Most of the tests are laborious and rather uncontrollable. Some are prone to variations in sensitivity. Large numbers of animals are needed, and supplies are at times difficult, the maintenance of colonies presenting many problems. For obvious reasons pregnancy testing has tended to gravitate to specialised centres and, even there, facilities have at certain times, been restricted.

Recently a new approach, an *in vitro* method, has been perfected. H.C.G. is a macromolecular glycoprotein. By its antigenic properties it stimulates antibody formation (anti-H.C.G.) in laboratory animals. The anti-H.C.G. reacts specifically with H.C.G., as do other antibody/antigen systems. Given effective anti-H.C.G., it is therefore possible to test for the presence of H.C.G. by means of the usual antibody/antigen reactions—precipitin, complement-fixation, or agglutination. Such tests have been described by McKean⁵ and Brody and Carlstrom⁶. A further development, that of passive haemagglutination, has been described by Wide and Gemzell⁷ and has now been perfected to the point of commercial application.

The Passive Haemagglutination Method

With soluble antigens, red blood cells may be treated so that the antigen is adsorbed on to their surface. Cells that have been so treated behave as the specific antigen and are agglutinated by the corresponding antibody. When antigen-treated red blood cells are mixed with antibody and allowed to sediment in a narrow test-tube, the cells settle as a diffuse carpet on the bottom of the tube. If the antibody is absent, or has been neutralised, the cells do not agglutinate, but slide into the centre of the bottom of the tube to form a dark circular ring or button—a "disagglutinated" pattern.

In the practical application of the system, red blood cells, usually of sheep origin, are treated with H.C.G. To obtain goods adsorption and firm bonding it is necessary to pre-

treat the cells, a process somewhat analogous to that of the textile industry in which, to obtain fast colourings, the dye is attached to the fibres by means of a mordant. Traditionally, tannic acid has been used as the "mordant" in passive hæmagglutination techniques. In some cases it is used in bonding H.C.G. also, though the search for alternatives that could provide greater stability has led to the adoption of other agents in some cases. Whatever is used, good bonding is essential, otherwise variations in concentration and deterioration of activity may occur.

Anti-H.C.G. is prepared by inoculating laboratory animals-usually rabbits-with H.C.G., and much of the success of the system depends upon the specificity of the antiserum. In the tests it must react with H.C.G. alone. If it is influenced by other factors, such as pituitary gonadotrophin, false results follow. In the preparation of specific reagents the provision of selected starting materials and a thorough knowledge of immunisation procedures are necessary prerequisites.

In the simplest form of the hæmagglutination test the anti-H.C.G. and the treated red cells are kept separate until use. That is the two-stage system. The one-stage system is a refinement possible with stable reagents. In it the sensitised cell suspension is treated with the minimum amount of anti-H.C.G. that provides full agglutination. To prolong the activity, the reagents are usually freeze-dried. Before use, they are reconstituted with a buffer solution.

Pregnancy Testing

The hæmagglutination inhibition test records the interreaction between anti-H.C.G. and H.C.G. In the one-stage system, when pregnancy urine is added to the agglutinated cell suspension, the H.C.G. present competes for the anti-H.C.G., with the result that the red cells are then disagglu-

In the two-stage system the urine sample and the anti-H.C.G. are mixed together first, H.C.G. will again combine with and "neutralise" the anti-H.C.G. and, when the mixture is added subsequently to the sensitised cells, agglutination is prevented. A disagglutinated pattern forms. When the urine sample does not contain H.C.G. there is no competition for anti-H.C.G., and an agglutinated pattern is presented.

In practice the urine sample is diluted before testing. The dilution at which to test is a problem needing careful consideration. At low dilutions there is a risk that, even though H.C.G. is present, agglutination will occur, owing to the presence of non-specific agglutinins. On the other hand, at higher dilutions, where non-specific factors would be diluted out, the H.C.G. content may be in so dilute a form that it falls outside the range of the sensitivity of the test. For those reasons it is always preferable to test at varying dilutions—for example, at 1:5, 1:10 and 1:20. Similarly the use of parallel controls, which detect non-specific factors, makes for greater accuracy. The control suspension is prepared from sheep red cells which are stabilised but are not sensitised with H.C.G. That suspension does not, therefore, give an agglutinated pattern in the normal working of the test.

The Test

The test is performed in hemispherical-bottomed, narrow test-tubes, using appropriately diluted urine for the test and the control series. After adding the reagents and mixing, the tubes are allowed to stand at room temperature for a few hours. The test is read by examining the patterns that form in the bottoms of the tubes. In the case of pregnancy the test series shows a disagglutinated ring pattern similar to that of the controls. In non-pregnant cases the test series shows agglutination—an even mat of cells—at all dilutions, while the control series shows a disagglutinated pattern. The patterns of the two series are dissimilar. The results may be set out as at the top of the right-hand column.

Positive Reaction

Test suspension + Pregnancy urine→Disagglutinated pattern (agglutinated cells) (i.e. with H.C.G.) Control suspension + Pregnancy urine→Disagglutinated pattern (untreated cells)

Negative Reaction

Test suspension + Non-pregnant →Agglutinated pattern (H.C.G. absent) Control suspension + Non-pregnant →Disagglutinated pattern

urine

Accurate and More Convenient

It is evident, from experience to date, that the passive hæmagglutination inhibition test is, overall, no less accurate than the animal tests. At certain seasons of the year it is indeed considerably more accurate. Its greatest appeal, however, lies in the fact that it is much less cumbersome. The method is more economical: it cuts expenditure on colony maintenance and does not demand costly equipment. It is simple and speedy; one person can process over 200 tests in a day, and the results can be read within a few hours.

All in all, the new approach appears to offer a simple solution to the problem of early diagnosis of pregnancy.

REFERENCES

- Aschheim, S., and Zondek, B. Klin, Wschr., 1928. 7. 8.
 Salmon, U. J., Geist, S. H., Salmon, A. A., and Frank I. L. J. clin. Endocr., 1942. 2, 167.
- Friedman, M. H., and Lapham, M.E. Amer. J. Obstet. Gynec., 1931.
- 58. 524.
 Galli-Mainini, C. J. Amer. med. Ass., 1948. 138, 121.
 McKean, C. M. Amer. J. Obstet. Gynec., 1960. 80. 596.
 Brody, S., and Carlstrom, G. Lancet, 1960. 11. 99.
- Wide, L., Genzell, C. A. Acta Endocrinol., Copenhagen, 1960. 35, 261.

Baby Corner Check List

Air Fresheners Crêpe bandages Potties Albums, photographic Announcement cards Deodorisers Disinfectants Pram nets Puffs Antiseptic creams Dressings Rattles Record books Baby foods Drinking cups Balances Face cloths Rose-hip syrup Bath aprons Feeding bottles Rusks Baths Food measures Safety pins Bibs Sanitary pads Gauze Gripc mixtures Binders Scissors Blackcurrant syrup Glucose Shampoos Boracic acid powder Hair brushes Soaps Bottle warmers Bottle brushes Harnesses Soap containers Halibut-liver oil Soap flakes Breast relievers Intercoms Soothers Layette baskets Breast shields Sponges Calamine lotion and Lanolin Strained foods creams Lotions Tales Cellulose wadding Magnesia preparations Teats and valves Cod-liver oil Milk foods Teething devices Combs Napkins Thermometers Nappy bags Night lights Cot hot-water bottles Tissues Cot pillows Tooth-brushes Cot sheets Orange juice Vitamin preparations Waterproof sheeting Cotton buds Olive oils Cotton wool Pants Zinc and castor-oil Creams, various Petroleum jelly creams

SALESMANSHIP POINTS

WHAT TO SAY

By Gladys Burlton

In selling toilet goods, every sensible remark you make about them increases their attractiveness to the customer. Facts and practical suggestions carry weight. Vague assurances and obvious comments, such as "This is a good line," "Here is another one," etc., do not. The points of the goods should be discussed with your customers to make sure that they are appreciated. Technical speeches are rarely called for, but you should talk expertly about the appearance, quality, convenience, economy, and use of whatever you show. Different arguments, of course, appeal to different people. So one should try to decide on each occasion which argument is the most likely to carry weight.

Britain's 21 million Babies

CUSTOMERS FOR PHARMACY, GROCER OR SUPERMARKET?

OMPETITION within a vocation is not a bad thing, but when it suddenly appears from outside then it is time for that vocation to sit up and take notice. That is just what has been happening in retail pharmacy during the past five years, though the extent of the inroads has been partly hidden by an all-round trading increase. Since 1957 the retail turnover for all types of shop has increased by 15 per cent. During the same period the turnover of chemists increased by 25 per cent. That aboveaverage increase enjoyed by chemists has been largely due to an exceptional boom in cosmetics and toilet preparations (traditionally sold at chemists' shops), and now made for, and bought by, both men and women. The comparative affluence of teenagers, who now account for at least 25 per cent. of the total expenditure on cosmetics and toilet preparations, has also contributed. Photography, especially colour photography, and cinematography are also becoming increasingly popular, and much of the trade they have brought has gone to the retail pharmacists. One multiplechemist company claim that their sales of photographic goods have doubled since 1958.

Lulled Into False Security?

That minor boom, profitable though it may be, carries with it a danger: the increased turnover may have lulled some pharmacists into a sense of false security. Although the chemist's own turnover may have gone up, because of an overall increase, how about his share of the total mar-Let tooth-paste serve as an example. Once almost exclusively sold at chemists' shops, the popular brands are now well to the fore in supermarkets, grocers, and chain stores all over the country. Today it is known that approximately 70 per cent. of all sales of tooth-paste are made from shops other than pharmacies. The total turnover represented in that percentage is nearly £9 millions a year. Will it stop there? At the first conference of the Supermarkets Association in June 1962 it was predicted that, in the next five years, between £100 millions and £200 millions will be invested in new supermarkets, and that the number of shops of that type will go up from about 1,000 now to about 5,000. What does that mean in terms of sales lost to chemists shops? Simply to find the answer to the question, even if there were an exact answer, would not be enough. Making gloomy forecasts will rectify nothing. The important thing is to find some positive way of offsetting the losses.

In this country today there are over $2\frac{1}{2}$ million infants under three years of age, and about £24 millions is spent on them every year. The market is an ever-expanding one, both because of the increasing affluence of the population and because the number of live births in the United Kingdom steadily rises (it is now approximately 30 per cent. higher than it was twenty-five years ago). To cater for the market, each year manufacturers spend well over £1 million in advertising milk-based and strained foods, baby cereals and vitamin preparations. Where is that advertising going to lead the consumers? Into the supermarkets and

grocers?

At present it is estimated that about 60 per cent. of the market in baby goods is still held by the chemists, but that gives no justification for complacency. In strained baby foods, a £6-million market, the drift is noticeably into the supermarkets and away from the pharmacies. Indeed, it is now estimated that £4 millions' worth goes

through the grocers and supermarkets, and only £2 millions through the chemists. The trend may well continue if nothing is done, but fortunately the proof that something can be done is suggested by one multiple chemist, who reports a 60 per cent. increase in sales of strained and junior foods in twelve months. How, in the face of the keen competition mentioned, can it be achieved?

Those who have been in pharmacy for many years will remember the advent of free cod-liver oil and free orange juice for babies from the Ministry of Health. Thanks to generous subsidies, the cod-liver oil was supplied free and the orange juice for a nominal sum of 5d. per bottle. Then equally suddenly, came a change of policy. Welfare codliver oil acquired the price tag of a shilling a bottle, and orange juice was increased to 1s. 6d. When that happened, shopping at the welfarc clinics seemed to lose some of its appeal, and recently the Parliamentary Secretary to the Ministry of Health stated in the House of Commons that supplies of "welfare" orange juice had dropped by 60 per cent. and of cod-liver oil by 70 per cent. Those figures certainly do not mean that mothers have not been buying supplementary vitamins for their children. On the contrary, much of the trade was simply transferred to other retail outlets. In theory, the pharmacist should be gaining the major proportion of the sales lost by clinics, which amount to about 40 million bottles of orange juice and 1,750,000 bottles of cod-liver oil. But are they? While it is true that the sale of vitamin food supplements for babies have shown a marked increase in recent months, so have the sales made by grocers and by supermarkets. Remember that some of those widely advertised preparations that contain only vitamin C may be bought, not only from the pharmacy, but from nearly every type of retail outlet. On the strength of that one vitamin, a faintly pharmaceutical flavour seems to have crept into goods sold in every type of retail outlet, not even leaving out public houses and fish-and-chip shops! Logically, the next thing one might expect to hear would be the fish fryer or barman advising a mother on how much vitamin C her child should have per day.

Not All Black

The picture is not all black, though. As in the baby-food market, so in the vitamin-supplement market there are manufacturers who still limit their distribution to the public through the retail chemists. For instance, there is still one preparation containing orange juice, supplemented with additional vitamin C and vitamins A and D, that is widely advertised to the public, and the sale of which is confined to pharmacies. An interesting sideline is the fact that, whereas products retailed through nearly every possible outlet show generally only a 25 per cent. margin, those confined to retail pharmacy show generally a $33\frac{1}{3}$ per cent. margin.

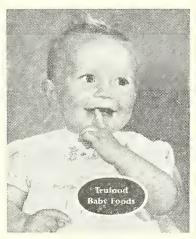
Where, then, do we go from here? One thing is clear: that in a significant part of the baby supply market the pharmacist has a considerable advantage over other retailers. The great thing is that he should use it.

It is not difficult to see how he can use it. Housewives, when they are buying for their families, naturally tend to take the line of least resistance. They must go regularly to the grocer or supermarket to buy food. If they see baby foods on show as well they are almost certain to fall for the temptation of picking them up, and thus saving a visit

to another shop. But—and this is the important thing—what is sauce for the goose is sauce for the gander. If there is one item—yes, just one item—the mother needs for her baby and must buy from a pharmacy, then the visit to the pharmacy comes equally as obligatory as the visit to the foodshop. If the chemist in his turn takes a hint from the supermarkets, and displays with that one essential item all the other items that a baby may possibly need, that is where the mother is most likely to make her

purchases. That factor and that alone, has prompted an ever-growing number of forward-looking chemists to establish in their shops a specialised "Baby Corner" and where that has been done it has been most successful.

"Baby Corner"—the phrase may not yet be a familiar one, but it will be, make no mistake about it! If the lead is not taken strongly now by retail pharmacy, there is a risk that baby goods, too, will follow tooth-paste and toilet soap into the supermarkets.





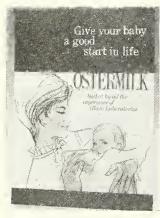




APPEAL TO MOTHERS: Left, a full-colour showcard 11% x 9% in. produced for their infant foods by Trufood, Ltd., 113 Newington Causeway, London, S.E.1. Centre and right, showcards HD240 and HD241 produced by Glavo Laboratories, Ltd., Greenford, for Glucodin and Farex.

"MULTIPLE" DISPLAY UNIT: The display unit illustrated is in full colour and measures 2 ft. 4½ in, wide, 2 ft. 4 in, high to top of baby's head, plus another 6 in, to the top of "BABY DEPARTMENT" headboard, The headboard is removeable, and each collapsed unit is packed separately in its own envelope. The unit is intended primarily for chemists with a baby counter or baby corner, but may equally be used without the headboard either in the shop or as a window-display unit, The baby has a 3D effect.

DISPLAY MATERIAL FOR "BABY CORNER"











Showcards available from Glaxo Laboratories, Ltd., Greenford, Middlesex.

PRODUCTS FOR "BABY CORNER"

"Tailored" Baby Pants.—"Luxury quality" is claimed for Binki "tailored" baby pants supplied with plastic hanger in carton by Elsinore Textile Products, Ltd., 22 Paul Street, London, E.C.2, A display outer comes with the standard range.

Baby Pants.—In the Mamselle range of Guard Rubber Co., Ltd., 228 Portland Road, London, S.E.25, there is now a baby pant in plastic with elasticated legs, sizes small and medium. The pack for the pants is a decorated polythene bag.

Baby Exerciser. — The home sales department of Evans Medical, Ltd., Speke, Liverpool, 24, invite chemists to write for details and trade terms of

the Bonny Bouncer baby exerciser, which is understood to be recommended by famous paediatricians and used in leading hospitals.

Claimed Top.—"Mothers all over the country," state Robinson & Sons, Ltd., Wheat Bridge Mills, Chesterfield, Derbys, "are being won over to Paddi and Paddi-pads by advertisements in mass-circulation and specialist magazines."

Feeders and Accessories.—The Suba-Seal range of baby products of William Freeman & Co., Ltd., Suba-Seal Works, Staincross, Barnsley, Yorks, includes feeders in boilable translucent plastic, silicone rubber teats and teething ring, Staywarm feeding unit and insulated plastic container. A transparent feeder, also boilable, is issued under the trade name Suba-Clear.

For Baby's Skin.—The producers of Spanish olive oil claim that "there's nothing so pure, so gentle, so effective as Spanish olive oil for taking good care of delicate skin." Large-space advertisements are appearing in "mother-and-baby" magazines during the Spring and Summer.

Important to Display. — Glaxo Laboratories, Ltd., Greenford, Middlesex, point out that the advertisements now appearing in the national Press, women's and family magazines for Ostermilk and Farex are added reasons for maintaining window and insidethe-pharmacy displays of those products.

Honey Soap.—A new product marketed in this country by James, Samuel & Co., Ltd., 56 Fairfield Street, London, S.W.18, is Sapomel honey soap for babies and persons with delicate skins. Claimed "the best baby soap in the world," Sapomel is made from palm oil and honey without animal fat or tallow. It is described as "delightful for shampooing the hair, leaving it gleaming and soft."

A Cover for Baby's Bath.—A new idea which makes it casy to dry a baby after bathing, changing nappies, etc., and which also saves space, is a specially shaped cover designed to fit on the



plastic Superbath manufactured by Ecko Plastics, Ltd., Southend-on-Sea, Essex. The cover is moulded in warm-to-the-touch polythene. Concave in shape, it has a non-slip surface on which the baby can lie safely while the mother has both hands free for putting on nappies and other jobs that prove awkward

when baby is on her lap or on a hard flat table. Afterwards she can pack away the cotton wool, powder, etc., in the Superbath, put the top on and they are neatly out of sight yet immediately available for the next occasion. To match the Superbath the new cover is in a choice of blue, pink, lemon or "natural."

Novelty Food-warmer. — Two requirements in child feeding are to keep the food hot and to hold the child's interest. The new de luxe warmer offered by the Kaymet Co., Sylvan Grove, London, S.E.15, offers a solution to both problems. A three-compartment transparent dish is held by suction disc to a blue or pink plastic base containing the hot water and floating "animals."

One-way Out of Nappy Rash.—The Marathon "one-way" nappy, marketed by John Beales, Ltd., Peveril Street,

Nottingham, is claimed to "keep baby dry and comfy always," ensuring long quiet nights and happy days. It is worn under the regular nappy. Urine passes through and is absorbed by the outer nappy—but cannot go back. The Marathon is available in three sizes in hygienic polythene bags.



Strained and "junior" baby foods in glass jars by H. J. Heinz Co., Ltd., Willesden, London, N.W.10 (see C. & D., May 11, p. 518).

"DISPOSABLES" FOR BABY

How they make life easier for mother and child

WOMEN today have better chances of safe pregnancy in Britain than ever before. Recent figures show that maternal mortality is now one-tenth of what it was thirty years ago, and in the same period infant mortality has been reduced to about one-third.

National Baby Week comes as a timely reminder, not only of the progress that has been made in maternal and child welfare, but of the recent changes in outlook on parentcraft, and the resulting new baby-care methods.

Nowadays much of the hard work, and the uncertainty in looking after a baby, have been abolished, partly because the modern mother is better informed on the subject of child care, but also because she is aided in her job by the wide range of reliable baby products she can buy. She has no necessity to mince, cook, strain and mix the foods her baby requires as her own mother probably used to do, for she can choose what she needs from the wide selection of ready prepared baby foods and milk mixtures available.

The modern mother selects her baby's layette for practicability and easy washing, and probably follows the new trend towards disposable hygiene, including shaped disposable napkins, disposable bibs and disposable face masks among the items. She realises that, for example, the Golden Babe shaped disposable napkins of Southalls (Sales), Ltd., Bessemer Road, Welwyn Garden City, Herts, bring greater comfort to babies and a reduction of the possibilities of nappy rash. At the same time, her freedom from nappy-washing chores gives her more time to spend with her baby, with resulting benefit to his progress and development.

More than ever today chemists need to keep up with the new trends in baby care, since many mothers rely on "overthe-counter" advice when they are shopping for products that help to make life

better than ever before.

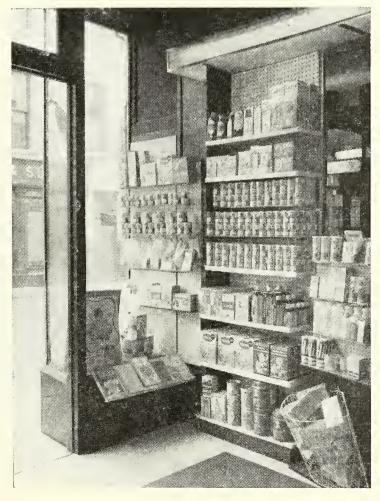


INSTALLED AT MOTHER'S BEDSIDE: A patient at the Bellshill, Lanarks, maternity hospital makes use of one of the Dee Gee feeding-bottle heaters that have been installed at every bedside in the hospital. The heaters were specially designed for the purpose. A domestic heater for the same purpose is available from the manufacturers, David Griffin, Ltd., Wimborne Road, Poole, Dorset.

MORE THAN A "BABY CORNER"

DEPARTMENT AND DISPLAY WINDOW IN ONE

AT Toher's Medi-Hall, Sligo, Eire, the proprietor (Mr. A. A. P. Toher, M.P.S.I.) has gone one better than to provide a corner of the pharmacy for the display and sale of baby products to young mothers. From the outside the department is seen as part of the window display, because its fixtures project into the shop the windowside displays. the salesman the advantage is that, for a quick sale, he can "rob" the window of an item on display, saving a journey.



Photographic Research Laboratories at Hendon

JOHNSON GROUP'S WIDENING INTERESTS

NEW photographic research laboratories, recently completed at Hendon Way, London, N.W.4, widen the already extensive range of interests of Johnsons of Hendon, Ltd., and its associated companies, in photographic manufacture and servicing. The laboratories cover about 4,000 sq. ft. and house the research and development staff under a technical manager (Mr. A. R. Pippard, B.Sc., A.R.I.C.). The laboratory has been designed and equipped for the investigation of a wide variety of photographic processes. Apart from the equipment necessary for testing, there are facilities for black-and-white and colour processing and printing, print finishing, slide making and viewing, copying, photomicrography, process work and chemical research. An up-to-date reference library houses extensive files of journals and other miscellaneous information collected over the years. One line of research being pursued at the laboratories is the investigation of new colour developers.

Processing and Repairs

At 970 North Circular Road, premises acquired in 1960, are housed the service and repair section of the group's apparatus division, and a subsidiary, Johnson Processing Laboratories, Ltd., which offers a comprehensive trade service in the processing of colour and black-and-white material. Also in the building is a trade equipment section, in which printing, processing, glazing, projecting and enlarging apparatus is assembled. The section carries spares for all the agency products handled by the company's apparatus division, and employs about twenty-five skilled technicians to carry out servicing and repairs on Voigtländer, Eumig, Braun, Schiansky, Polaroid, Minox and Metraphot apparatus. There are approxi-

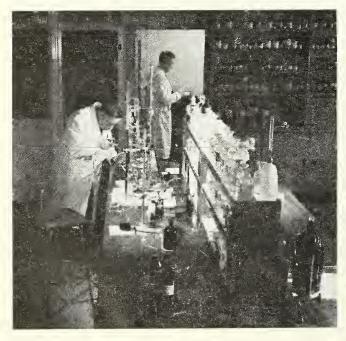


Chemical control in the colour section of Johnson Processing Laboratories, Ltd. The chemicals are automatically filtered, circulated and kept at correct temperatures and levels.

our processing for the trade, and offers mately 5 tons of spares in stock, enabling most needs to be met promptly. Johnson Processing Laboratories, Ltd., was formed in 1963 by the amalgamation of Fotoco, Ltd., and Johnson Colour Laboratories, Ltd., and is equipped with the most modern machinery (mostly Williamson's) for the automatic processing of both colour and blackand-white material. The colour section, served by a staff of about thirty, handles both negative and reversal col-

special colour processing and printing facilities (including Minox negative colour film) for industrial, commercial and medical photographers. The black-and-white section has a staff of thirty and provides a rapid high-quality developing and printing service to the trade even during the holiday peak periods. Working conditions are surprisingly spacious, airy and well lit and appear well appreciated by the staff.

Johnsons thus appear well equipped to deal with the amateur market.





Left: Part of Johnsons of Hendon's new photographic research laboratories that were recently completed at Hendon Way, Right: View of part of the service and repair section at 970 North Circular Road.

A Year in an ADDIS ABABA PHARMACY

ROLF BRINKMANN

The author is a German pharmacist who spent a year working in Addis Ababa before returning to Germany to continue his post-graduate studies at the Munich Pharmacy Institute. The article has been translated from German by Anne Savage, M.P.S.

HE Ethiopian health organisation cannot be compared with that of any of the industrialised western countries. Many of the pharmacies have only the name in common with the European equivalent. That, however, is not true of the Lion Pharmacy at Addis Ababa, which differed little in organisation or direction from a large pharmacy in Germany, where the director qualified.

Nevertheless pharmacy must always adapt itself to local conditions, and one problem is the confusion of prescriptions and specialities from all the important countries of the world. There is, too, a lack of pharmacists, and further complications arise over importation and purchase, since the country is without a pharmaceutical wholesaler.

Work in the Lion dispensary is varied—not that greater variety is found in Addis Ababa than elsewhere but, when all the prescriptions from about thirty doctors of different nationalities come together, a great amount of work is involved. During the busiest time it is necessary for the two



PRESENTING A "GENUINE" PHARMACY: The Lion pharmacy presents a somewhat austere but "genuine" pharmacy aspect.

pharmacists of the business to work in the dispensary, leaving the counter entirely in the hands of assistants. That is in contrast to conditions in Germany, where the qualified usually only supervise the dispensing. In eight years the Lion pharmacy has built up a reputation for "having everything," or at least being able to manufacture it, and that has naturally brought financial reward.

The Lion pharmacy contrasts strangely, at first, with the other pharmacy "shops" in Addis Ababa, in presenting a somewhat austere, scientific and "genuine pharmacy" aspect. Admittedly it deals in face flannels, Christmas candles (brightly coloured to suit southern taste), eyeshadow, 4711, etc., but the whole of the 30 ft. wall has shelves with shop rounds, and immediately next to the entrance, for everyone to see, hangs the framed certificate of approbation of the director.

The dispensing bench is part of the shop counter, in full view of the customers—a free demonstration that is avidly watched, the spectators pressing their noses flat against the glass to see how the mysterious words of their doctors are translated into medicaments.

In Addis Ababa are practising doctors from all over the world. Austrian and German prescriptions are most common in the Lion pharmacy, but often there are prescriptions from French, English, Italian, Russian, Armenian or Greek doctors. The work in the pharmacy meets such a wide demand that one soon notices not only that each doc-

tor has his favourite remedies, but also that each country favours a definite form of medicament. The Russians want everything in powders, the French paint every second throat with Salvarsan, the British love their mixtures nice and sweet with chloroform water, the Germans their infusion of ipecac. or Mist Solvens (ammon. chlorati, succi liquiritiae depurati and aq. destillata) and the skin doctors like anything new: the hydrocortisone boom did not miss Ethiopia!

The official pharmacopæia in Ethopia is the U.S.P. XV, but many other pharmacopæias are used frequently, for only a few of the prescribing doctors are American. The pharmacopæia of one country contains not only preparations unknown in others but also preparations bearing the same name but which are, in fact, different. For example, tinct. iodii, B.P., is twice as strong as that in the D.A.B. (the German pharmacopæia).

At first I found the many new names difficult, for often one can only guess at abbreviations of ingredients in a prescription and in a foreign language. That is necessarily time-consuming and a little dangerous, but usually, by analysing the writing, one can decipher the letters, and in the last resort there is always the telephone.

After the prescription has been deciphered, its price is reckoned according to the German medical tax tables. That is often the end of the transaction for the pharmacy, as the doctor rarely has any idea of the price of a prescription. Sometimes even the cost of 150 mils of tinct, benz, is more than the poorer people can afford. They then go from pharmacy to pharmacy, time being of no account, and after two days they return, having decided to have half the ordered quantity, their families having contributed the funds.

Galenical manufacture is much more limited in range than in the average German pharmacy. "Gumpfa Medhanit" a cough mixture of great renown, is "useless" unless it is very sweet and comes in a large bottle. Some mixtures are, in fact, to be preferred to the usual oral drops given in Germany, because there is less danger if the whole bottleful should be taken at once.

A ready seller is salicylate ointment, which is used as a bleaching cream. The strong sunlight of the country brings out unsightly gold patches on an otherwise clear skin and so "yellow spots" cream is zealously smeared on old and young, men and women. The bronze-to-chocolate-skinned women are not a little vain, and much time and trouble is spent on "de-curling" their hair. In the country areas it is customary to use rancid butter, but in the towns progress is marked in the use of Vaseline for that operation. The ladies of the upper classes are, of course, "de-frizzed" at the hair-dressers. Since strong sun or a downpour of rain will undo all that good work, an umbrella-parasol is essential. They have become an intrinsic part of the Ethiopian way of life, and the native spotted or painted umbrellas are the oldest mark of civilisation in the townships. Here and there one is even found in use as a lampshade in a European apartment.

Many of the chemicals for the Lion pharmacy are imported from Germany, but some for example arachis oil and soft paraffin come from England, because they are cheaper. The importation of ether and other volatile solvents presents a special problem as, when the long-awaited freight eventually arrives, there are often only a few litres left in the bottom of the drum. During the hot journey through the Red Sea, the inflammable fluids have been shipped on deck, and on landing have sometimes lain at the docks of Assab, where there are no sheds.

A difficulty experienced at the counter is the mixture of specialities from the different countries. Often a prescribed article has to be exchanged for another brand, and so a cross-reference index of German, French and American products is useful. Even more difficult is the confusion of tongues in speaking to customers.

In the course of time one can assimilate calls for latest in cough mixtures, headache tablets and laxatives, and learn to count to 100 in the different dialects that take about half-an-hour to say anything, but that is not always adequate, and the counter is usually left in the hands of capable linguists. Amongst the confusion of tongues the Armenians have proved to be most proficient; they speak the language of the country and in addition three or four others. They also know the mentality of their customers (that plain vitamin-C ampoules are good for the ordinary man, but for the better classes only the branded articles help!). Sometimes, however, a patient doubts the assistant's knowledge, and then one of the pharmacists has to be called in, his white coat giving the necessary air of wisdom to reassure the anxious customer.

Retail business begins at 8 a.m. with the purchase of Epsom salts and "kosso." The usual deworming dose is 4 gm. of ext. filicis in capsules of 0.5 gm. Not all people believe in the efficacy of a tasteless capsule. To them 4 gm. of extract on a wafer with a spoonful of water is the answer. Children frequently suffer from tapeworms, because they are fed on raw meat; their dose is 1-2 gm. of the extract in raspberry syrup. Adults swallow their "madhanit" with a grimace, but for the children it is not so easy. The mother holds the three-year-old still while the assistant forces the wafer into the mouth with practised skill. The more modern anthelmintics, "turunu madhanit" (very good medicine) are preferred, but they are, of course, more expensive than "kosso."

Adopted as a "folk medicine" is that wonderful cure-all penicillin. In spite of the advance in oral penicillin-V preparations, the favourite method of administration is still injection, not least because of its relative cheapness. Ampoules containing 3 mega units in oil, or 4 mega units have a good sale. Because of its mythical reputation and its availability without prescription penicillin used to be injected (against almost all illnesses: no injections were given in the Lion pharmacy) but in others it was quite usual despite several injection "accidents." After a succession of these it was, for a time, forbidden that "pharmacies" should give injections—but this did not help in the fight against V.D.

With penicillin, streptomycin and in fact almost all pharmacopæial preparations, competition between the international companies is of a "cut-throat" kind. Streptomycin at 1s. per gm. and cheap isoniazid have proved a blessing for the many cases of tuberculosis. This helps the poorer people to continue prolonged treatment, as they cannot afford to visit the doctor frequently. The arrangement obviously could not continue if there were Schedule 4 or T.S.A. drugs. To date only the opiates need a prescription, all others can be bought freely. The position will shortly be changing with the advent of a series of new medical laws, based on the English system, but it will take many years to enforce them. How can the population be convinced that it is a manifestation of progress when it can no longer buy penicillin and sulphonamide freely?

There is a large demand for DDT and gammexane. The month after the rainy season is particularly busy, because fleas and other house insects are on the increase; in low-lying villages mosquitoes also present a great danger. Gammexane is available in powder, solution and as a spray, but the favourite form with the Ethiopian is the aerosol, even though it is three times as expensive as the other forms, because he loves to operate the button.

The counter in the pharmacy is a veritable boundary between two continents and two ways of life. Behind it lies the fixed-price basis of buying and selling. Before it lies the rich oriental custom of bargaining. To Western minds it seems easier to state the cost and end the transaction. But to



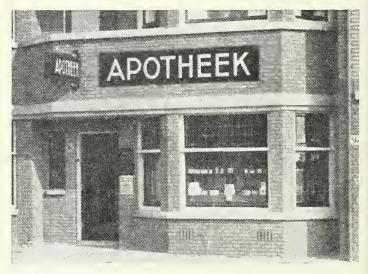
BARGAINING AT THE COUNTER: The rich Oriental custom of bargaining is engaged in at its fullest even at the pharmacy counter.

name at once the price that is wanted causes the African customer to feel disappointed and cheated. So one has to begin by asking double the final price or even more. It sometimes seems that the whole day has to be occupied in bargaining. The medium of exchange is also variable. The greengrocer or the farmer comes with two cabbages or a pound of tomatoes; others may bring snared wild geese or guinea fowl, eggs, wild asparagus or bananas. Peasants may come with snakeskins and monkeyskins, metal-workers with their silver-ware and weapons, painters with their work, all come to barter what they have for what they need. Addis Ababa is certainly not to be compared with an Oriental town, but the bazaars, together with the beggars, musicians, the priests who, for a few cents, will pray in the corner for the pharmacy, the monkeys that are carried into the shop, the goats and mules which are parked in front of it, all contribute to an ever-changing and colourful picture, which represents the completely foreign life outside the door of the pharmacy.

From Apothecary to Pharmacist A STUDY OF CHANGES OF TITLE 6. TITLES USED IN HOLLAND

T. D. WHITTET

IN Holland APOTHEKER is used in the same sense as in Germany and Austria but the spelling of the word for a pharmacy is APOTHEEK. The title of the official Dutch Phar-



A pharmacy in a Dutch town.

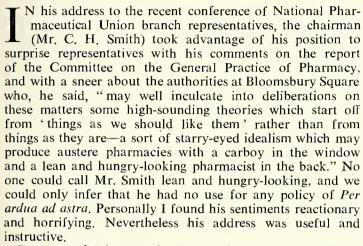
maceutical Society is Koningklijke Nederlandse Maatschappij ter Bevordering der Pharmacie. The term HUISAPOTHEEK is used for a home first-aid box.

In Holland the title DROGISTERIJ is used for an unqualified drug store. I have seen such stores labelled APOTHEKERS assistant with the word apotheker in huge letters and assistant in minute letters.

"OPEN SHOP"

AN UNSCRIPTED COMMENTARY ON THE SPECIAL PROBLEMS OF THE PHARMACIST IN RETAIL PHARMACY

E. C. TENNER



It was useful because it showed clearly the split in the N.P.U. between those who believe that retail pharmacy can best be conducted in strict accordance with high professional standards, and those who do not see net profit in ideals and are not prepared to try and find it there. The address was instructive because it demonstrated the need for the conference to put the Executive Committee back on the rails, and tell it where its duty lies. In that respect it was significant that, in spite of Mr. Smith's warnings and Mr. Moss's appeals, the conference passed (by 42 votes to 38) a resolution that must be regarded as an instruction to the N.P.U. Executive to take further action to secure representation of the Pharmaceutical Society on the National Health Service Contractors Committee.

This horizontal split in the N.P.U. is no new factor: it has always been there. Similar splits exist in every profession, and in society generally, between the idealists and the materialists. Many of us remember those days before 1933, when membership of the Pharmaceutical Society was voluntary. Then there were many retail chemists who saw no profit to be gained by joining, and did not. Such people, who would never have formed the Pharmaceutical Society in 1841, still exist, though their influence is waning fast now that chemist contractors under the National Health Service have at last decided to stake their claim for fair remuneration on a proper fee for pharmaceutical services rendered.

Balancing Idealism with Materialism

The people we bargain with know all about this ideals v. materialism argument and how it modifies any appearance of unity that may gloss over the contractors' committee. Our case will not be as strong as it should until we have satisfactorily resolved the argument and established our standards and unswervingly adhere to them. The truth is that pharmacy, like every other profession, needs its idealists as well as its materialists. For progress there must be ideals to progress towards. Materialism may be used to consolidate progress, but if idealism is removed there is nothing for materialism to consolidate, and stagnation and retrogression soon set in. Every year new young pharmacists are joining the Society and the N.P.U. Their college life has aimed at giving them an understanding of the proper balance that should be struck between idealism and materialism. These men and women are all helping to set the house of pharmacy in order. It is natural that the Society should generate that work. At long last the individual chemist contractor is beginning to understand only



too well that the oncost ingredient of his remuneration has turned against his interest, and that a proper professional fee is his only sheet anchor. Even materialist Mr. Smith ought to recognise that the claim for a professional fee must be backed up by professionalism. He, the chairman of the Executive Committee of the N.P.U., should recognise this rising trend of pharmaceutical opinion. He should have used it to unite the representatives' conference. Instead he sneered at it and received a rap over the knuckles, and instructions, from a majority present, on what to do next. Of course the proper place for Mr. Smith's speech would have been at the special meeting of Branch Representatives of the Pharmaceutical Society on May 22 but, writing before it has been held, I cannot say whether he will repeat himself there. If he does I hope he will make it clear he is not speaking for the N.P.U., because even he must recognise that fact now.

I make no excuse for having devoted so much space to these main issues that are before the N.P.U. and the Pharmaceutical Society at the present time. It seems to me pharmacy is on the move, and characteristically it is sheer economic necessity that is forcing it to move towards a recognisable and acceptable blend of professionalism idealism? with materialism, in order that it may live at all. In 1963 pharmaceutical survival still depends upon those visions first expressed in 1841.

Departmentalisation

Having a proper respect for materialism I have always roughly departmentalised my pharmacy turnover as between dispensary, cosmetics (including perfumery) and what I call the "shop" (including medicines, foods, toilet requisites and photography). I have never thought it necessary to install expensive analytical tills or other equipment to do this, but I find that, with the help of a simple adding machine, and about ten minutes a day devoted to "cashing up," enough information is recorded to answer any questions I may usefully ask myself. I also record the daily weather and any other particular factor which I think has affected turnover. Among other things I have noted, over a period, floods, the day the Germans captured Calais, local air-raids, V.E. day, carnivals, processions and elections, so that the records have interest apart from statistical value. One thing I have deduced from my studies is that women will not buy cosmetics in fine-weather quantities if the weather is dull, cold or bad. Bad weather can literally quarter the cosmetic sales, but it does not inhibit other sales in the shop (except photographic) to anything like the same extent. So I know why 1962 and early 1963 have been disappointing from a cosmetic turnover point of view. My records show that cosmetics yield a substantial and valuable part of my turnover, one I could not afford to do without. Therefore I am deeply concerned at an increase in the efforts made by door to door saleswomen to sell cosmetics direct to any of my customers. I have learned to cope with competition from Boots, Woolworths, supermarkets and stores, but this is something new, and it is difficult to know what to do to compete with ubiquitous competitors whom I shall never see at their subversive work against me. The only advantage I can claim over them is that I offer my customers full ranges of the preparations of a wide choice of manufacturers, whereas my door-to-door opponent carries only one brand. So in 1963 I am looking forward to fine weather and a fair professional fee for my pharmaceutical services.

Pharmaceutical Society of Ireland MONTHLY MEETING OF COUNCIL

THAT there was a danger that the College of Pharmacy might have to be closed unless the Minister for Education stepped in and subsidised its running was stated by MR. M. L. CASHMAN (treasurer) at the monthly meeting of the Council of the Pharmaceutical Society of Ireland in Dublin on May 14. Mr. Cashman said that the annual deficit in the running of the College would be in the region of £15,000. "It is obvious that we cannot go on much longer the way we are."

Necessary Improvements

The matter arose when THE PRESIDENT (Mr. D. J. Kennelly) reported that the dean (Professor Timoney) was perturbed at the College "set up" and felt the College and the Society should be run independently, with the Council exercising control over both bodies and with the dean directly responsible to the Council for the running of the College. The new academic year would be starting soon, and the staff was faced with an extra class. Temporary arrangements to carry on had been made in 1962, but it was now known that "we cannot have the hoped-for extra facilities for 1963-64." The staff position was even more urgent, as it was now impossible for them to cope with all the lectures for the different groups. An immediate staff increase was essential, said the president. "It is my opinion that, unless the Minister, before July 1, makes a satisfactory decision regarding the future of Irish pharmacy by giving a capital grant and meeting the annual deficit of the College, the Council will have no option but to notify him that the Society can no longer continue the College, I am not saying that in any threatening spirit, but feel that Government assistance is urgently necessary." The president said that members of the academic staff were insisting on steps being taken to improve the present position; they were dissatisfied with status, salaries and standard of education, and felt that, unless something were done quickly, the degree course would not be worthy of the College. Those matters would have to be cleared up with the Minister.

MR. CASHMAN agreed that the degree course should be worthy of the name and, having reviewed the Council's position, said that, if the Society's entire surplus funds were detailed to supplement the College, there would still be a net annual deficit, to meet the degree course, of £15,000. THE PRESIDENT then read a letter from Professor P. J. Cannon, who, having outlined his requirements for the year, concluded "If the Government does not feel that the country needs pharmacists trained on the usual Western European lines, we had better give the body a decent burial and turn to other things."

In reply to MR. M. POWER, the president said the last communication from the Minister for Health had been on February 21; he had then said he was awaiting ratification of the charging of fees under the Pharmacy Act, but had added that, when that was disposed of, he would be happy to meet representatives of the Society. The president said they felt there was no point in meeting the Minister until they had a clear picture of their financial commitments under the degree course. They now had a report drawn up. "We must realise that our members have insisted that the fees they contribute must not be used towards the running of the College, but will have to fulfil our obligations to the College and the students until our negotiations with the Minister have concluded." In reply to Mr. C. Cremen, he said that the maximum surplus they could expect when fees were collected from all members would be £4,500 annually, but they had other expenses to meet and it might be necessary to appoint two inspectors. Mr. Cremen: "We know we won't receive the maximum in fees.'

When MR. M. F. WALSH asked if, in view of the urgency of the position, they would consider making an interim

approach to the Minister, THE PRESIDENT said they had met three times the previous week to consider that position, but must now have all the facts because a final decision would have to be made when they met the Minister. There would be no more negotiations. Mr. Cashman said Professor Timoney's major problem was of capital requirements. He needed a pharmaceutical chemistry laboratory for thirty students. To equip that alone would cost £5,000. A balance room and lecture room for 100 students were also required; three research laboratories would have to be adapted from existing rooms, and the staff insisted that a common room should be provided for students between lectures. Improvisations would also have to be made to provide rooms for the dean and staff. "I would hate to think of a figure less than £50,000." He added that, if the Pharmacy Act were to be fully implemented, they would have to budget for a second inspector. Mr. Walsh said the £4,500 they had hoped to get from fees would need to be devoted to postgraduate education, as on the continent, and for the employment of a public-relations department. It was agreed to forward to the Minister for Education the report prepared by a special Committee stressing the urgency of the situation and requesting that a deputation should be received from the Council to discuss the matter.

Earlier THE PRESIDENT had mentioned that the Council meeting was its one-thousandth in the series and "quite an occasion in the history of the Society." Members could "justly bathe in the past glories of Irish pharmacy." To mark the occasion MR. M. Costello presented a scroll. bearing a Celtic design, on which all members present had inscribed their names. The scroll is being framed and hung in the College.

Poisons List Changes

THE PRESIDENT announced that the Comhairle na Nimheanna (the Poisons Board) had prepared a list of preparations that were to be brought under control by the Minister, who had felt that it might not be advisable to control all the drugs immediately and had suggested that the control should be exercised piecemeal. The Board had agreed that restrictions should be imposed gradually, beginning with a small section of the listed preparations, the first restrictions of which would come into force at midnight on May 26. The Registrar said he had been in touch with the secretary of the Department for Health and would send a circular to all member pharmacists so soon as the green light had been given.

Explaining that the first list dealt with antihistamines, THE PRESIDENT said the restrictions meant that, as Part 2 poisons, in future they could only be sold by pharmaceutical chemists. The other (prescription) schedule was divided into two sections; in the first section nine preparations were regulated like phenobarbitone (not to be repeated without a doctor's prescription); items in the second section could, at the discretion of the pharmacist, be repeated for six months if the doctor did not give any instructions. Part two of the schedule dealt with central-nervous-system drugs (mainly tranquillisers). THE PRESIDENT said the Council would have the generic names of the preparations translated to their proprietary names and circularised. The service was the first practical service the Council would be giving to members under the new Act and was being confined to members and associates. Other pharmacists would have to buy the lists.

THE PRESIDENT said that Professor Timoney was anxious to attend meetings of the Post-graduate Education Committee, and it was unanimously agreed to make him an exofficio member.

The secretary of the Medical Registration Council had written stating that, on May 7, that Council had adopted amendments to the British Pharmacopæia, 1958, affecting

paracetamol tablets and materials and solutions employed in tests.

Arising out of the Law Committee report, letters were read from Miss Alice Esmonde and Mr. N. A. Stevenson (members of the College staff), who had attended a postgraduate course in London, April 1-5. Miss Esmonde said that, when facilities were available, they hoped to incorporate some of the techniques into the final-year university

course in pharmaceutical chemistry.

Mr. B. R. Smith (secretary, Irish Drug Association) had written that, following a meeting between Council members and the Committee on April 16, it was agreed that the I.D.A. should deal completely with the formulation of terms relating to prices and services in the event of an extension of the health scheme. A committee, consisting of Messrs. M. Costello, P. McAuliffe, G. C. O'Neill and himself had been appointed to deal with the matter, with particular reference to the submissions of the Council before the Select Committee.

Letters were read from Sir Hugh Linstead and Mons. P. Martinot expressing the gratitude of the International Pharmaceutical Federation for the reception by the Council of

the commission on general practice.

On the motion of Mr. F. LOUGHMAN it was agreed that a member from each of the provinces should be appointed to the committee to interview candidates for the post of inspector, for which a total of fourteen applications had been received. Messrs. Kennelly, O'Regan, J. P. O'Donnell, V. G.

McElwee and H. P. Corrigan were appointed.

MR. M. POWER reported that, at a meeting of Limerick Chemists' Association it had been felt that pharmacists employed in dispensaries were not doing their work properly, and he suggested that a letter should be sent to the Compounders' Union pointing out the present grave shortcomings. He alleged that preparations were being given out without proper instructions, and in Limerick patients, after having received their requirements from the dispensary, were going to local pharmacies seeking instructions on how to take the preparations. The Limerick Association had agreed to write to the Council asking them to point out to the Compounders' Union the unsatisfactory manner in which the work was being done. He knew the answer was that the pharmacist had not the time. Often 200 prescriptions had to be prepared by the one pharmacist, but that was not dispensing. "Let them employ more pharmacists." THE PRESI-DENT said there were instances of medicines being handed out by porters. Mr. R. J. Power suggested that the attention of local authorities should be brought to the matter. It was agreed to write to the Compounders' Union and to the local authorities concerned.

Membership Changes

The following were elected to membership: -Mary E. Chambers, Joan Cronin, Winifred Cullinane, Elizabeth M. Curtin, Mary Gleeson, Mary E. Harte, Nuala M. Howard, Mary E. Jennings, Mary Mullin, Eibhlin O'Beirn, Mary A. Conyngham, Mrs. M. K. D. Noonan, Joan Gilna, Mary B. Costello, Sheila McCready, Bridget Gavaghan, Sheelah McGee, Josephine McMahon, Catherine Maguire, Martha O'Broin, Veronica T. O'Shea, Mary P. Sadlier, Eileen Sullivan, Winifred Flanagan, Eileen Banahan, E. J. Cahill, J. A. Cahill, T. Greany, W. H. Harman, T. Kelly, J. Kelledy, E. J. Kennelly, E. McGee, N. McManus, D. O'Riordan, M. Sheehan, F. Smith, J. Meehan, M. J. Cullen, O. J. O'Callaghan, M. W. Burke, J. J. Byrnes, M. Daly, D. Sammen, L. G. Trayers, F. B. McHugh Daly, D. Sammon, J. C. Travers, E. B. McHugh.

The following were elected to associate membership: -W. V.

Bell, T. O'Sullivan, W. W. Williams, P. Savage.

The following were nominated for membership: -Miss Anne M. Berry, Casablanca, Kildare Town; Miss Mary Casserly, The Medical Hall, Ahascragh, co. Galway; S. J. Citron, Woodleigh, 62 Rathdown Avenue, Dublin, 6; J. B. Connolly, O'Driscoll's Pharmacy, Kildare; Miss Mary V. Conway, 1 Lower Hatch Street, Dublin, 2; Mrs. Theresa Ferris, 1 Mitchell Street, Nenagh, co. Tipperary; P. J. Fleming, Main Street, Roscommon; J. C. Gorry, Medical Hall, Naas, co. Kildare; Miss Anne Hallinan, The Medical Hall, Durrow, Laois; P. D. Hickey, The Square, Skibereen, co. Cork; J. A. Kennedy, Brockagh, Newport, co. Mayo; T. M. Lawlor, Ballyduff, Tralce, co. Kerry; Mrs. Margaret Hunt, King Edward Road, Bray, co. Wicklow; B. Murphy, 4 Pearse Square, Ballyphehane, Cork; J. F O'Brien, 38 The Rise, Glasnevin, Dublin, 9; E. J. O'Grady, 11 South Park, Clonkeen Road, Deansgrange, co. Dublin; J. Thornhill, Kildorrery, co. Cork; Dr. H. A. Passmore, 172 Southcoates Lane, Hull, England; E. P. Tierney, Lower Main Street, Buncrana, co. Donegal; P. Walker, Enfield, co. Meath; J. J. Walsh, Dingle, co. Kerry; J. Kingston Young, Newbridge, co. Kildare.

The following were nominated for associate membership:— J. C. Casserly, Francis E. Corcoran, 8 Clonmore Road, North Strand, Dublin; M. Desmond Flanagan, 83 Foxfield Park, Dublin, 3; O. O'Connor, 92 Clontarf Avenue, Dublin, 3; J. J. O'Kennedy, 101 Shantalla Road, Whitehall, Dublin; P. Rosney,

19 St. Joseph's Road, N.C. Rd., Dublin, 7.

The following were granted changes of name in the registers, marriage certificates having been submitted: -Mrs. Evelyn O'Donnell, Ph.C. (née Bonar), Donegal; Mrs. Rita Moore, Ph.C. (née Murphy), Dublin; Mrs. Una Kelly, Ph.C. (née Swanton), Dublin; Mrs. Mary Dunphy, Asst. (née Harrington), Dublin; Mrs. Ellen M. Enright, Ph.C. (née Coghlan), Millstreet,

Dr. W. F. Walsh, Midleton, co. Cork, who submitted an L.A.H. certificate, was granted registration as a pharmaceutical chemist.

The following changes of address were noted:—Mrs. Rita Moore, Ph.C., to 59 Wainsfort Park, Dublin, 6; Mrs. Eileen Loughran, Ph.C., to Hillmore, Navan, co. Meath; Mrs. Frances Moran, Ph.C., to Cloan, Beaumont Dr., Ballintemple, Cork; Miss Philomean Hughes, Ph.C., to Ballywalter, The Neale, Claremorris; Miss Teresa Downey, Ph.C., to 12 Rathdown Avenue, Dublin, 6; Miss Mary Casserly, Ph.C., to The Medical Hall Abascraph Ballinasloe: T. A. O'Brien, Ph.C. to 45 Farranger and Company of the Control of the Medical Control of the Control of the Medical Control of the Control of Hall, Ahascragh, Ballinasloe; T. A. O'Brien, Ph.C., to 45 Farranlea Grove, Model Farm Road, Cork; H. E. O'Doherty, Ph.C., to The Pharmacy, 114 Ranelagh, Dublin, 6; E. J. O'Grady, Ph.C., to 11 South Park, Clonkeen Road, Deansgrange, co. Dublin; J. J. O'Donnell, Ph.C., to 59 Leinster Street, Athy, co. Kildare; J. J. O'Donnell, Ph.C., to 59 Leinster Street, Athy, co. Kildare; F. Stewart, Ph.C., to The Medical Centre, New Glasgow, Prince Edward Island, Canada; J. B. Connolly, Ph.C., to O'Driscoll's Pharmacy, Kildare; P. Cryan, Ph.C., to 43 Braemor Road, Dublin, 14; E. P. Tierney, Ph. C., to Lower Main Street, Buncrana, Donegal; P. F. O'Hara, Ph.C., to 138 Willow Park Avenue, Dublin, 11; L. J. Keenan, Ph.C., to 4th Hospital Coy, Costume Barracks, Athlone; P. Walker, Ph.C., to Enfield, co. Meath; C. Clancy, Ph.C., to 5032 Efferen bei Cologne, Kaulard Str. 8 Rosenapotheke, Western Germany; J. F. O'Brien, Ph.C., to 48 The Rise, Glasnevin, Dublin, 9; C. Morrissey, Ph.C., to 49 Dodder Park Road, Rathfarnham, Dublin, 14; J. McIvor, Ph.C., to P.O. Box 46, Yallourn, Victoria, Australia; Miss Vera Conway, to P.O. Box 46, Yallourn, Victoria, Australia; Miss Vera Conway, Ph.C., to 1 Lower Hatch Street, Dublin, 2; Mrs. Mary Dunphy, Asst., to 29 Comeragh Road, Dublin, 12; Miss Elizabeth Stoner, Asst., to 48 Upper Mount Street, Dublin, 2; M. G. Baynes, Asst., to 23 East Essex Street, Temple Bar, Dublin; C. J. O'Byrne, Asst., to 91 Patrick Street, Cork; R. O'Neill, Asst., to 118 Clonliffe Road, Drumcondra, Dublin; M. Geran, Asst., to 47 Griffith Avenue, Dublin, 9.

THE REGISTRAR reported on the deaths of Messrs, Michael

Smith, M.P.S.I., and John Curran, L.P.S.I.

Members present were Messrs, J. J. O'Regan, M. L. Cashman, H. P.

Corrigan, M. Costello, C. J. Cremen, Miss L. Cunniffe, V. G. McElwee,
F. Loughman, J. P. O'Donnell, G. C. O'Neill, T. B. O'Sullivan, M.

Power, R. J. Power, F. J. Robinson, R. J. Semple and M. F. Walsh.

At a meeting of the Benevolent Fund which followed, grants totalling £92 were passed for payment. Mr. O'REGAN, on behalf of Cork City and County Chemists' Association, handed to the president a cheque for £80, the proceeds of their recent dance.

Acknowledgments

Mr. Costello said he would like to place on record his thanks to the president and members for having met the members of the International Pharmaceutical Federation's General Practice Commission at Dublin airport and for having received them in the hotel, to members who had supplied cars for transport to and from the airport during the bus strike; to manufacturers and wholesalers who had subscribed to meet the expenses of the conference; to Messrs. Brady, Leonard and Walsh, who had done much work on the organising committee; to Bord Failte, who had provided a bus for the excursion, and to the registrar for all he had done to make the conference a success. THE PRESIDENT said the greatest credit for the success of the visit was due to Mr. Costello himself.

BRANCH EVENTS

MANSFIELD

Annual Dinner and Dance

OVER 200 pharmacists, friends and representatives attended the annual dinner and dance of the Mansfield Branch of the Pharmaceutical Society held recently. Guests included Dr. H. Buck (chairman, Medical Staff Committee, Mansfield Hospital Management Committee), Mr. T. W. Hill (chairman, Chesterfield Branch, Pharmaceutical Society) and Mr. G. P. Vallance (treasurer, Wholesale Photo Finishers Association). Proposing the toast to the Pharmaceutical Society, Dr. Buck paid tribute to the part played by pharmacists in establishing and ensuring the smooth functioning of the pharmaceutical side of the National Health Service; to research into the production of new remedies, and stated that, in his opinion, all medicines and drugs should be distributed solely by pharmacists, Mr. R. C. Pack (Branch chairman) replied, Mr. B. A. RICHARDS proposed the toast to the visitors and replying Mr. HILL mentioned that their two branches had been associated as the Chesterfield and Mansfield Branch until 1929. Toast-master was Mr. C. H. Preston Robinson. The tombola in aid of the Benevolent Fund raised £40.

LIVERPOOL

Pharmaceutical Service "Benefits"

"MANY of the wild statements we now see so frequently about profits are based very much on ignorance of the facts. Usually they are made without appreciation of the tremendous benefits which the community derives from the pharmaceutical service financially, as well as the relief of suffering, the saving of life, the improvement of health and the consequent increase in working efficiency." Those views were expressed by Professor C. E. H. Bawn (professor of inorganic and physical chemistry, University of Liverpool) at the annual dinner and dance of the Liverpool Chemists' Association and Branch of the Pharmaceutical Society in Liverpool recently. Professor Bawn was proposing a toast to the Society. Research, development and progress, he said, were expensive, and could only be carried out by industry or in research laboratories under conditions that were financially as well as scientifically rewarding. The Society had added the important rôle of promoting pharmaceutical edu-

cation to its functions of advancing the science of pharmacy and safeguarding standards. His own university had now established an honours degree in pharmacology, and an important aspect of that development was that the courses were being run conjointly with the pharmacy department of the city College of Technology. "It may well be a pattern for the future in the fields of science and technology." Applauding the announcement, Miss M. A. Burn (president of the Society) said it was hoped that a similar degree would be available in the University of Edinburgh. It was realised that, in so varied a profession, there was an urgent need for both general practitioners and specialists—in particular pharmacologists. After a tribute to Professor Andrew Wilson (professor of pharmacology, University of Liverpool) who had acted as chairman to the symposium on clinical trials held in May 1962, Miss Burr said it was necessary for such work to be supported and sponsored by the Government. The symposium had shown the importance attached to clinical trials, and "this is something in which the pharmaceutical profession and the pharmaceutical industry in particular will take the lead." Referring to the "outstanding and successful" Conference held in Liverpool in 1962 Miss Burr said a great debt was owed to the organisers on behalf of pharmacy. MR. A. L. SAUL (Association president) proposed a toast to the guests, who included the lord mayor and lady mayoress of Liverpool (Alderman and Mrs. D. J. Lewis) and the chairman of the executive of the Scottish Department of the Pharmaceutical Society (Mr. W. C. D. Bain) and Mrs. Bain. The lord mayor replied to the toast. Nearly 300 members and their guests were present.

LEICESTER STUDENTS

"Old Lags'" Reunion

THE annual reunion dinner and dance of Leicester College of Technology and Commerce pharmacy school was held recently. About 170 old and future "lags," staff members and guests were present, including the president of the Pharmaceutical Society (Miss M. A. Burr). Mr. Colin Gunn (head of the School) presided. Mr. J. R. Furr, of the pharmacy staff, proposed the toast to the guests—standing on a chair according to Col-

lege tradition. Those present could thus hear, clearly, even if they could not all entirely follow, his amusing account of the tribulations of a certain Mustapha Gunn, who, conducting post-graduate research into sphinxes, became lost for seven days in the Sahara. The rest of the tale (by Mr. Furr's own admission), was "99.9 per cent. unrepeatable." MISS BURR, replying in rather more serious vein, paid tribute to Mr. Cupp for the bell that tribute to Mr. Gunn for the help that he gave the Society's Council as a member of its Education Committee. It was always a privilege, she said, to have his expert advice. Miss Burr hoped students would interest them-selves in the affairs of pharmacy as a whole, "particularly at Branch level." She said she was pleased at the way Leicester students supported pharmacy students' associations, both nationally and internationally. In the course of a lecture tour in France a year or so ago, she had been gratified to realise how much British students had contributed towards the success of the International Pharmaceutical Students' Federation. After proposing "The Old Lags," MR. R. A. EMELEUS (chairman, Pharmacy Students' Association) presented Miss Burr with a School scarf MR. and MRS. I. A. I. and badge. DAVIES replied on behalf of the old students. Mr. Davies said he did not know whether to be flattered or insulted by the term "old lag." His dictionary defined it as "a convict due for penal servitude or transportation." He suggested that that might account for certain absences! Entertainment, of various kinds, followed until mid-

BRIGHTON AND HOVE

Pharmacy School Praised

HIGH praise for the work of the school of pharmacy at Brighton College of Technology was paid by speakers at the joint annual dinner of the Brighton and Hove Association of Pharmacy and Brighton, Hove and District Branch of the Pharmaceutical Society recently. MISS M. A. BURR (president, Pharmaceutical Society) said that the school had a fine record of research and enthusiastic students. COUNCILLOR DR. A. SLESS (chairman, Brighton Health Committee), said that Brighton was fortunate in having "the best school of pharmacy in the country.'



Members and gnests of the Hastings Branch of the Pharmaceutical Society at their annual dinner recently.

Franco-British Pharmaceutical Congress

(Concluded from The CHEMIST AND DRUGGIST, May 18, p. 554).

THE French approach to the subject of number of pharmacists per 1,000 of population was put by Professor M. M. PERONNET, Joinville, He said that the search for a desirable balance between pharmacists and posts to be filled would not be successfully resolved by comparing statistical information concerning the different classes of pharmacists who work in the pharmacy, wholesaling, manufacturing, etc., side with subjective guesses of the most appropriate total as required by the needs of the country. Hence the discussion was oriented towards a better distribution and a better utilisation of qualified men. Strictly speaking such a conformity between supply and demand could only be secured if admission to study or the awarding of the diploma were regulated according to estimates of posts vacant or to be created. There was a competitive examination to limit the number of the veterinary students, but no similar control had so far been exercised over the registration of students in pharmaceutical faculties, and there had been no limitation upon the number of diplomas annually conferred.

Having regard to the evolution which pharmacy was undergoing, it seems premature to seek direct intervention into recruitment. At the moment administrative control was pushed to considerable lengths. If one permitted the State to gather to itself that additional power namely to fix the order and the means of recruiting into the pharmaceutical field, there was every reason to fear that one would finish (perhaps at quite short notice) at a planned development poorly conforming to the liberal aspect of our calling. Planning could be insti-tuted all the more easily because certain ideas current regarded the pharmacist, with some justification, as in the anomalous position of a private individual carrying out what was essentially a public service, namely supplying medicine to the sick.

Entry into the Profession

In the past forty years the percentage of students enrolled in faculties and schools of pharmacy in relation to the total university population had tripled. By 1958 the feminine element had mounted to 58.7 per cent. of the total of pharmaceutical students. In 1920 only 495 diplomas had been conferred. In 1935 the figure was 675, in 1949 1,209, in 1956 810, in 1959 1,002, in 1960 1,032, in 1961 1,080 and in 1962 906. The increase in number of students was of the order of 1 to 4, while the corresponding increase in the number of diplomas was only 1 to 2. The explanation was apparently that a severe selective process was at work during the first years of study. That showed the present method of functioning coupled with the high standard of ing, coupled with the high standard of the studies to be limiting the recruitment of pharmacists and assuring a high standard of education. A decree of November 26, 1962, dealing with the reform of pharmaceutical studies bore witness to the anxiety of the auth-

orities to favour specialisation by introducing special certificates, to be taken in the fifth year, covering biological technique; industrial pharmaceutical technique; health and social education; applied analytical chemistry; physicochemical technique. To obtain the diploma, at least two of those certificates were needed, one of which must be either the first or the second in the list given. The product should be a better prepared student. It should facilitate the passage from university to professional daily life. The public health must inevitably benefit. The reform was being put into effect in 1964. The diploma thus given would enable the young pharmacist, as in the past, to make his career in any one of the various branches of the profession, with the single reservation that, if he sought to practise in biology, he must obtain the special certificate in that subject.

Distribution of Qualified Men

In the conditions regulating the assimilation of the qualified man into the branch of activity that he had chosen, two large groups of activities could be distinguished under the headings private sector and public sector. first, there were pharmacists whose activities bore essentially on the conception, creation, preparation, and distribution of medicaments up to the stage where they reached the sick person. For that purpose manufacture and wholesaling would be distinguished from the pharmacy where the dispensions tooks placed by Francisco and the ing took place. In France the pharmacist had also a rôle in medical biology.

It was necessary to underline the contrast between establishments devoting themselves to manufacture and pharmacies, the former not subject to public health regulations and with no limitation on number or geographical distribution, though that was not to say there was complete freedom to set them up and carry them on.

The Chambre Syndicale of pharmaceutical products included 521 exclusively manufacturing laboratories and 277 joined to a pharmacy. An investigation carried out by section C of the Ordre National des Pharmaciens indicated in 1962 the existence of sixtyfive firms whose activities embraced both wholesaling and retailing, thirty of them functioning as Co-operatives.

The rule that ownership and management of a pharmacy must be identical had there been thrown overboard. Practically all important manufacturing companies and wholesale establishments were now carried on as limited companies. The majority of the capital of those companies had to be pharmaceutical hands up to half a million francs. What posts must be filled by pharmacists was laid down. In companies of which the called-up capital did not exceed Fr. 2 million, the majority of members of the board must be pharmacists. In companies of which the called-up capital was Fr. 2 million or more, at least two members of the board must be pharmacists.

The authorities required the control

and oversight by pharmacists of certain operations carried out in a factory or wholesale depôt (purchase and control of raw materials; manufacturing operations including packaging; the control of the finished article; assembling of orders preparatory to delivery to pharmacists; storage, sale and delivery). According to the provisions applicable to each of the preceding operations, the number of pharmacist assistants a manufacturing laboratory was required to provide was one pharmacist for 20-35 workers and employees; a second for 36-75; a third pharmacist for 76-115, and so on by groups of forty additional workers and For a wholesaler/retailer employees. the proportions were one pharmacist for 40-100 workers and employces; a second for 101-175; a third for 176-275; and beyond that one for each additional 100. Those numbers were legal minima and exceeded in most firms. At present about 1,050 pharmacists working as pharmacist assistants were inscribed as such in section D of the Ordre National. The effect was, at the technical level, to give the pharmacist a decisive rôle in everything to do with preparing a medicament, from analytical control of ingredients to the stage of the finished product. By contrast, in research, no field was legally reserved to the pharmacist. It was up to him, thanks to his basic education and complementary studies to make a place for himself. That was also true of commercial services such as publicity and medical representation.

Premises were required to be satisfactory from the point of view of the public health. They must be managed. arranged and maintained appropriately to the pharmaceutical operations carried out there. Staff, material, and facilities must be effectively related to one another. Wholesaler-retailers were required to keep a stock sufficient to assure the requirements of the pharmacies they served. The nature and the size of the stock required had been determined by a regulation of October 3, 1962. Those provisions made it possible to judge the openings available to qualified people in industrial pharmacy and wholesaling, and to pass judgment on the will of public authorities to ensure the presence of the pharmacist in certain of those sectors.

The Pharmacy

The making of medical preparations and the dispensing of medicines were considered as justifying the presence of a pharmacist. The pharmacist's monopoly justified itself solely because it was accompanied by obligations and responsibilities. It must never be forgotten that the privileges existed in the interests of the public health and not for ends of personal gain. That consideration, joined to the evident necessity to put the medicament at the service of the sick, had led to the adoption of a system capable of assuring the owner of a pharmacy the means of leading an economically satisfactory life and meeting the needs of public

health. That assumed a particular importance in rural areas. There arose the question of limiting the number of pharmacies in relation to the population to be served. The Code de la Santé Publique set the need at one pharmacy for 3,000 inhabitants in towns with a population of 30,000 and over; one for 2,500 in towns with a population equal or superior to 5,000 but below 30,000; one for each whole slice of 2,000 in communes having a population lower than 5,000; one, subject to certain reservations, in communes with a reservations, in communes with a population under 2,000. Even when that quorum was reached, modifications could be permitted by the Minister of Health after taking advice from the regional council of the Ordre des Pharmaciens, the inspectorate of pharmacy, the professional unions and the Conseil Supérieur de la Pharmacie. The power to depart from the formal rules "if the needs of the population require it " had received somewhat numerous applications in recent years. Between 1956 and 1962, if the strict letter of the law had been maintained in relation to the census figures there would have been authorised 87 openings in 1956, 46 in 1957, 61 in 1958, 76 in 1959, 67 in 1960, 54 in 1961, 53 in 1962; in fact had occurred 60 openings in 1956, 33 in 1957, 62 in 1958, 65 in 1959, 48 in 1960, 66 in 1961, 131 in 1962. It must be emphasised that the geographical location of the new pharmacy did not entirely depend upon the granting by the public authorities of the necessary licence. The applicant must satisfy them that he owned the premises and could guarantee satisfactory working eonditions (area, layout, and appropriateness to the business proposed).

Factors in Determining Distribution

The needs of the population and the business stability of the affair were the two elements which at present seemed to determine the distribution of pharmacies at a time when new housing projects were going up or ex-isting areas being expanded. The isting areas being expanded. The economic viability of the new pharmacy was not dissociated from considering the higher interests of the public health. It was argued that only a pharmacy that was an economic proposition could enable an adequate stock to be built up, both in quantity and variety, rapidly to meet numerous and diverse requests. It also appeared that the pharmacist, though required to carry out his duties personally, had not always been in a position to exercise directly "an effective and personal control" on every operation carried out in his pharmacy. fore, above a certain turnover, and in a manner to guarantee the pharmaceutical oversight required as much in the interests of the public health as in that of the eustomers an obligation was imposed on the owner to employ a number of pharmacist assistants (under the last decree one assistant for a between Fr. 40,000 and turnover 75,000; a second from Fr. 75/ 110,000 and so on by slices of Fr. 35,000.

In France the pharmacist received special training in medical analysis and a law of 1946 included the pharmacist

among practitioners entitled to open, develop or direct a laboratory of medical analyses. Figures indicated that 3,457 pharmacists were engaged in the practice of biology on October 20, 1959, 598 of them with no other activity and 2,859 with other activities. Other fields in which pharmacists were engaged were the teaching profession; inspectors of health; pharmacists in hospitals, homes, mental hospitals and sanatoria; and the pharmaceutical services of the Army. Access to the profession was, and must remain, conditioned by the principle that the pharmacist was the technician of medicament, and that he must be given full and total power to exercise his art in the service of the sick.

The session had been given a civic opening by the mayor (COUNCILLOR A. ADAMS), and MONSIEUR HOURTICO, for the French visitors, had said it was an amiable tradition of the Congress that it enabled the French members to see Great Britain "bit by bit"; the two papers to be presented would show how far they had to go in the two countries before pharmacy became homogeneous.

Opening the discussion Mr. H. S. GRAINGER, said that, according to M. Peronnet's paper, the French Ministry of Health had permitted the opening 131 new pharmacies in France in 1962. That was in such contrast to previous years (nearly three times as many) that he wondered whether it represented a change of policy on the part of the government. Was it a departure from the principle of limitation? M. Frank ARNAL gave several reasons for the high number: population growth; the growth of dormitory suburbs without the closing of town-centre pharmacies; and (a temporary factor) the "de-colonising of French citizens returning from North Under normal conditions of Africa population growth, nobody needed except regional councils to be consulted when the number of inhabitants warranted the opening of a pharmacy. If the population increase was not enough to warrant a new pharmacy, only the minister had the right to authorise one, after taking local advice; there was no appeal against his decision. The Ordre Nationale had hopes of bringing about an end to the "repatriation statute" now that that process was nearing completion. It seemed to him that the regulations in France were "firm, flexible and subtle."

M. Delalande asked how important was the part played in the British scheme of things by dispensing doctors. Mr. Adams replied that in Britain doctors could prescribe for their own private patients but under the National Health Service every patient received his medicine from a pharmacy, except in rural districts where, if he resided more than a mile from a pharmacy, he was entitled to receive his medicines from his doctor. Possibly 10 per cent. of medicines were so dealt with.

MRS. E. A. BROCKLEHURST asked about the status of the 58 per cent, of women pharmacists mentioned in Dr. Peronnet's paper. How many remained, and for how long, after qualifying, and how many were lost by marriage? How many were proprietors? Did employed women have equality with male assistants? Were they represented and to

what extent, on pharmaceutical organisations?

M. PERONNET replied that about 50 per cent, of women disappeared from the profession after marriage. Opportunities were open freely to women in all sections, even in the army and the State inspectorate, and there was no difference in salaries. Women had found a special place in the control laboratories, where they were dominant in numbers. On the political side—in the Ordre and Syndicats — unfortunately few ladies participated (about 5-10 per cent.). Women seemed less interested in industry. Professor Guillot added that on university staffs there were few women.

MR. D. W. HUDSON said that one fundamental difference mentioned in M. Peronnet's paper had not been discussed by its author. The paper mentioned 521 "pure" manufacturers and 277 manufacturing laboratories joined to pharmacies. In Great Britain they had a reverse situation, 1,400 pharmacies being attached to one manufacturing house, with other organisations of smaller dimensions. MR. ADAMS interpolated to suggest that the organisation referred to by Mr. Hudson had in reality started as retail shops.

reality started as retail shops.

MR. W. J. TRISTRAM asked about the control of the opening of new premises. Were the details worked out before the shop was built or were the premises inspected after having been built? Who was the approving authority, and was permission ever refused? Were the fit-tings taken into account? M. PERONNET replied that the whole conception of control of premises was inapplicable to Great Britain, except so far as the Therapeutic Substances Act was concerned. All establishments for manufacturing and distribution in France had to have their plans approved in advance, and were inspected by the Ministry before authority was given to open. The inspection covered staff, building and apparatus. If an owner wanted to market a new speciality then he must have a special inspection.

MR. R. H. KEMP said that the place pharmacists had in the governing bodies of manufacturing and wholesale houses in France should commend itself in Britain. He noted that in France there were about 15,000 pharmacies, roughly the same number as in Britain, but that the populations were: France, 46 millions; Great Britain, 51 millions, Bearing in mind the French control over opening, British pharmacists would like to know how the percentage of gross profit compared in the two countries; in England and Wales it averaged 28 per cent, of total receipts.-M. FRANK ARNAL'S reply indicated that the situation differed in town and country. In the towns the gross profit was around 21-22 per cent., and the net revenue 9-12 per cent. In the country it might go as high as 12-15 per cent., though on a much smaller turnover. M. Pel-LETIER said that, in some industrial areas and areas where the approved societies were specially strong, as in Northern France, pharmacists had to be content with smaller percentages.

MR. TRISTRAM, who asked what percentage of business in French pharmacies was "strictly pharmaceutical," was told that it was around 80-90 per cent. (75 per cent, in the larger towns).

ar baby is different to all other (as if you didn't know!) you w e to develop a routine that suits y At first, this mainly revolves ar timing and quantity of the feeds schedules are much less rigid th ed to be. Establish yours as a h laxed time for you to enjoy tog worry if you can't k instead, More lk than on any in trust it for

Now appearing in the national press women's and family magazines...

added reasons for keeping up those OSTERMILK and FAREX

displays

Packs and Trade Prices

OSTERMILK

1 doz. 1-1b. tins 43/-2 doz. or 3 doz. 1-1b. tins £2. 0, 3 per doz.

4 doz. × 1-lb. tins or more £1. 18. 6 per doz. (Glaxo 'top-profit' parcels)

FAREX

1 doz. 10 oz. cartons 14/5 2 doz. 10 oz. cartons 27/-/a Glaxo 'top-profit' parcel)

carefully forake a properly balanced we lut remember, for many mont Ostermilk is still the most i art of your baby's diet. Look b ies love their bottle -they kno good for them! Your baby will you don't more contentedly if e pace of growing up. Happily Farex. Farex has a consistency that all babies take to. It is ideal first solid food. Once

mewhere ins to need ex will give ssarv at this

cereals, pro-

and

calcium,



your baby has learnt to look forward to Farex you'll have no problems about introducing other foods and flavours—just mix them with Farex! Yolk of egg, fruit and vegetable purees all blend well with Farex. Later, when you serve them separately, give a full helping of Farex at least once a day and you can be sure you're keeping the diet balanced.

Glaxo safeguard the future. Glaxo make many of the vaccines that give your

baby immunity against once-feared diseases. Take advantage of Britain's fine medical services and protect your child. Glaxo also make other lifesavers and carry on constant research to find new and better means to health. Doctors, nurses, clinics and chemists everywhere know and trust Glaxo Laboratories. All you need to know is that you can trust Glaxo to take good care of you and your baby.

Facts and Figures. Ostermilk is 4/- for 16 oz—enough, for example, for 28 feeds of 6 fl. oz. Farex is 1/6 for 10 oz; both foods are available from your chemist. Also ask your chemist for the 156-page 'Glaxo Mother and Baby Book' which costs only 9d and includes a delightful personal account of life with a new baby in the home, together with lots of illustrations and helpful advice.

OSTERMILK & FAREX

are backed by all the experience of Glaxo Laboratories





'Marzine' advertisements TRAVEL WITH 59,000,000 READERS

Constant reminders for 'MARZINE' are now appearing in all the most-read newspapers and magazines.

> Whenever travel is in mind, millions will remember 'MARZINE'—and help to boost your profits.





See 'MARZINE' advertisements selling for you in

DAILY EXPRESS, DAILY MIRROR WOMAN, WOMAN'S OWN WOMAN'S MIRROR, GO MAGAZINE WOMAN'S REALM

Display 'MARZINE' for a profitable holiday season.

No medicines of any kind should be taken by any woman who may be pregnant, unless ordered by a doctor.



BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, MAY 22: Brazilian MENTHOL continued its stronger tone and prices were advanced by 1s. 6d. per lb. in both positions.

Italian white SQUILL has become short on the spot and offers of new crop are awaited. There has been little change in the IPECACUANHA supply position, apart from the fact that a parcel of Colombian was offered for shipment at around 68s. per lb., c.i.f. Among Aromatic SEEDS Moroccan Coriander was 2s. 6d. per cwt. dearer for shipment at 55s., c.i.f. Senna prices were unchanged. Shippers in Tuticorin are expecting a good crop of LEAVES and PODS this year. During April the following leaves and pods were exported from Tuticorin:

U.K.		U.S.	Europe
SENNA	tons	tons	tons
LEAVES	9	13	53
PODS	2		17

Substantial price advances were again recorded for SUGAR. During the week ended May 18 raw material had advanced £13 per ton and British refiners were quoting 110s. 6d. per cwt, ex refinery, and that was further increased on May 20 to 112s, 11d, with no break in the price apparent.

In ESSENTIAL OILS the firmer tone of Brazilian PEPPERMINT was maintained, with spot and shipment showing, at 6s. 9d., an advance of sixpence per lb. on the week. LEMONGRASS was unchanged, while Formosan CITRONELLA Madagascar CLOVE LEAF were

slightly easier for shipment.

The sharp rise in OLIVE OIL prices since the beginning of the year is discussed in a recent edition of "Agricultural Economics and Statistics" (of the Food and Agriculture Organisation of the United Nations) which says that the olive harvest in 1962-63 was probably the smallest since 1955-56. In December 1962 the export price of olive oil rose to about £285 per metric ton, the highest for almost a decade. That rise continued, and in the last week of March the price had reached about £425 per metric ton. In 1962 Turkey appeared as a substantial exporter of the oil for the first time since the early 1930's; she is estimated to have sold 22,000 tons, the bulk of which went to Italy.

In INDUSTRIAL CHEMICALS a large manufacturer of ACETIC ANHYDRIDE reduced the price by £5 per ton for roadtanker deliveries and by £2 per ton for drum lots. The company point out that they have reduced the price by 15 per cent. in the past seventeen months. ZINC metal has been rising steadily for some time, and the market on the London Metal Exchange has been active, with record turnovers on some days. ZINC OXIDE has so far not been affected.

Pharmaceutical Chemicals

ALUMINIUM SULPHATE.—B.P.C. in 1-cwt. sacks, 1s. 9d. per lb.

ANTIMONY SALTS.--Chloride sol., b.p.c., 1934, carboys, 2s. 6½d. lb.

BARIUM SULPHATE. — B.P. 250-kilo lots, 3s. 3½d. per kilo.

BENZYL BENZOATE. — B.P. in 1-ton lots, 4s. 6d. per lb.

BISMUTH SALTS.—Prices (per lb.):

		V 1	, -
Quantity	28 lb. to 1 cwt.	1 cwt.	5 cwi.
CARBONATE SALICYLATE SUBGALLATE SUBNITRATE	s. d. 20 6 20 3 19 9 18 6	s. d. 20 0 19 9 19 3 18 0	s. d. 19 6 — 17 6

BISMUTH AMMONIUM CITRATE is 55s. per lb. and sodium tartrate, 35s.; oxide, 26s. 10d.; oxychloride, 27s. 3d.

Hypophosphites.—Per kilo:—

Quantity	1 kilo	12.5 kilos	50 kilos
CALCIUM, B.P.C IRON, B.P.C	s. d. 17 2 34 10 29 3	s. d. 16 1 33 7 28 2	s. d. 15 1 32 5 27 2
MAGNESIUM MANGANESE, B.P.C. POTASSIUM, B.P.C. SODIUM, B.P.C.	35 3 23 1 19 2	33 11 22 5 18 1	32 9 21 4 17 1

IRON SALTS.—GLUCONATE, B.P.C., 4s. 9d. per lb. in 1-cwt. lots; sulphate, B.P., ctystals, 1-cwt. 70s. per cwt.; 5-cwt., 65s. per cwt.; granular, 2s. 6d. per cwt. extra. phosphate, B.P.C., 28-lb., 4s. 5d. per lb.; 1-cwt., 4s. 2d. oxide red precipitated, B.P.C., 1949, 1-cwt., 2s. 1d. per lb.; carbonate, saccharated, B.P.C., 1949, 28-lb., 3s. 3d.; 1-cwt., 3s. — ammonium citrate, scales, 9s. 1d. per kilo for 500-kilos; granular, 7s. 3d. per kilo. — Ammonium sulphate, 1-cwt., 1s. 7d. per lb.—Quinine citrate, 2s. 4d. per oz. in 100-oz. tin. Mandelic acid.—One-cwt. lots, 12s. 6d.

MANDELIC ACID.—One-cwt. lots, 12s. 6d. per lb. Calcium salt also 12s. 6d. Sodium mandelate, 13s. and Ammonium mandelate 50 per cent. solution, 7s. 6d.

MERCURY DERIVATIVES .- Per kilo, under MERCURY DERIVATIVES.—Per Kilo, under 50-kilo lots — AMMONIATED MERCURY, B.P., lump or powder, 53s. 3d.; PERCHLORIDE, B.P.C., powder, 45s. 6d.; SUBCHLORIDE, (calomel), B.P.C., 52s. 3d.; OXIDES, yellow, B.P., 55s.; red B.P.C., 1949, 56s. 3d.

OLEIC ACID.—B.P. grade, £171 10s. per ton. Small lots, 21s. 5d. per gall.

Oxalic acid.—Manufacturers' rates for 1-ton lots, £128 per ton.

PARACETAMOL.—Ten cwt. to 1-ton lots, 10s. 6d. per lb.

- Sodium, Potassium, or PENICILLIN. -Procaine, 6d. per mega unit.

PHENACETIN.—B.P. one-ton lots, 6s. 3d. per lb.; 1-cwt., 6s. 9d.

PHENOLPHTHALEIN.—One-cwt. 9s. per 1b. PIPERAZINE.—(50-kilo lots), ADIPATE, 22s. per kilo; citrate, 20s. 6d.; hexahydrate, 17s.; phosphate, 23s.; tartrate, 22s. 6d.

RESORCINOL.—One-cwt. lots, 12s. 4d. lb. SODIUM ACETATE. - B.P.C., one cwt., 2s. 5d. per lb.

Sodium Benzoate. — One-ton 2s. $7\frac{1}{2}$ d. per lb.; 1-cwt., 2s. $9\frac{1}{2}$ d.

SODIUM BICARBONATE.—B.P., 1-cwt. bags, £19 3s. per ton for 8-ton lots.

SODIUM BROMATE, — One-cwt., 9s. 9d. per lb.

SODIUM CARBONATE.—B.P.C. exsiccated, 70s. per cwt.; 5-cwt. 65s. per cwt.

SODIUM CHLORIDE. — Vacuum-dried, 172s. 9d. per ton in paper sacks for 6-ton lots, delivered London.

B.P.C. 1934, one-SODIUM FLUORIDE -

SODIUM HYDROXIDE. — FLAKE, one-cwt. lots, 7d. per lb., £36 15s. per ton in 8-ton lots. STICKS, 4s. 5d. lb. in 14-lb. tin.

Sodium METABISULPHITE. — Granular, 1-cwt. lots, ninepence per lb.

SODIUM NITRITE.—B.P.C. One-cwt, kegs, 2s. 7d. per lb.

SODIUM PERBORATE.—(Per ton). HYDRATE (minimum 10 per cent, available oxygen) £142 5s. in 1-cwt, kegs; £134 15s. in 1-cwt. bags; PERBORATE MONOHYDRATE (minimum 15 per cent. available oxygen) is £309 15s.

SODIUM PERCARBONATE. — (Per ton) £173 15s. in kegs (bags £7 10s. per ton lower) for minimum $12\frac{1}{2}$ per cent. available oxygen.

SODIUM PHOSPHATE. — B.P. (1 2s. 3d. per lb.; acid, b.p.c., 2s. 9d.

SODIUM SALICYLATE. — One-ton lots in bulk, 3s. 9d. per lb.; 5-cwt., 3s. 10d.; 1-cwt., 4s.

SODIUM SULPHATE. — B.P. from £30 to £36 per ton as to crystal. B.P. exsiccated about £66 per ton.

Sodium sulphide.—In 1-ton lots: Solid, £41 2s. 6d.; broken, £42 2s. 6d.; flake, £43 12s. 6d.; crystals, £31.

Sodium sulphite. — Four-ton lots: Commercial crystals, £27 to £28 10s. as to container; photo. quality, about £31.

Sodium thiosulphate. — Photographic crystals in paper-'ined bags, £38 per ton.

THEOBROMINE. — ALKALOID from 31s. to 36s. 6d. per kilo as to quantity;—CALCIUM SALICYLATE from 34s. 6d. to 39s. 6d. per kilo; and—SODIUM SALICYLATE, 31s. 6d. to 36s. 6d.

THIOUREA.—Technical grade, 1-cwt. lots, 3s. $1\frac{1}{2}$ d. per lb.; 10 cwt., 2s. $9\frac{1}{2}$ d. per lb. THYMOL.—One-cwt. lots are 12s. per lb.

Industrial Chemicals, Solvents

ACETALDEHYDE. — The 100 per cent. is £122 per ton.

ACETATES. - Per ton, spot in drums: AMYL, 10-cwt. lots, technical, £254 and B.S.S., £256. BUTYL, 1-ton lots, £149; ETHYL, £124; ISOBUTYL (80 per cent.), £118; ISOPROPYL, £119.

ACETIC ANHYDRIDE. — 12-ton lots £10 per ton; $2\frac{1}{2}$ -ton, £107, tanker deliveries. 12-ton lots £103

ACETONE. — One-ton lots spot, £66 per ton in drums.

N-BUTYL ALCOHOL. — One-ton lots in drums, £131 10s, per ton and one-drum lots, £138 10s. per ton.

Carbon Tetrachloride — In 40-gall. drums, 1 ton and under 2 tons, £83 15s.; 4 tons and upwards, £82 5s. 40-gall.

ISOPROPYL ALCOHOL. — Technical grade (99 per cent.) in tank car lots from 4s. 6d. to 4s. 8d. per gall.; anhydrous in drums, 7s. 1d. to 7s. 4½d. per gall.; in bulk, 6s. 11d. to 7s. 1d.

METHYL ETHYL KETONE.—One-ton lots, £121 10s, per ton in drums.

Naphthalene. — Contract rates for phthalic grade are from about £27 per ton upwards in bu'k, ex works; lower crystallising whizzed grades from £20 to £25 per ton ex works; ball and flake, £71.

PHTHALATES. — Prices (per ton) one-ton lots in drums: DIBUTYL, £182; DI-ISO-BUTYL, £175; DI-ETHYL, £174; DI-METHYL,

PHTHALIC ANHYDRIDE,—Domestic material quoted at £90 per ton.

SODA ASH.—Four-ton lots, £232s. 6d. per ton delivered.

STEARATES. — Spot prices for minimum 1-ton lots. — Aluminium (all grades), 253s. 6d. per cwt. Calcium (precipitated), 243s. 6d. Lead (30 per cent.), 223s. 6d.; Magnesium (standard), 272s. and (superfine), 302s.; Zinc, 226s. to 286s. as to grade.

Crude Drugs

ACONITE. - Spot: Spanish napellus, 2s. 9d. per 1b.

ALOES.—Spot primes, 195s. per cwt., shipment, 190s. to 195s., c.i.f., as to position. Curação, spot, 320s.; shipment, 300s., c.i.f.

BALSAMS. — Per lb.: CANADA: Spot, 18s. 6d. to 25s. COPAIBA: B.P.C. grade, 10s. 6d., duty paid. PERU: Spot, 8s. 6d. duty paid. Tolu: B.P., from 10s. 9d. to 32s. 6d.

Belladonna. — Herb. 0.5 per cent. 2s. 3d. per lb., duty paid. Root, testing over 0.5 per cent., 1s. 9d. per lb.

CALAMUS.—Root, 100s. per cwt., spot, 87s. 6d., c.i.f.

CALUMBA ROOT.—Mozambique spot, 85s. per cwt.; 70s., c.i.f.

CINNAMON QUILLS.—Shipment (c.i.f., per lb.) 4 O's, 7s. 3½d.; single O, 6s. 10½d.; seconds, 5s. 9½d.; quillings, 5s. 1¾d.

CLOVES. — Zanzibar spot, 2s. 10½d. per lb. standard grade; shipment, 2s. 7d., c.i.f.

Cochineal. — Canary Isle black-brilliant nominal; silver-grey nominally 16s. per lb., c.i.f. Peruvian, silver-grey, 11s. 9d., duty paid; forward nominal,

Cocillana. — Bark, 2s. per lb. on the spot.

COLOCYNTH PULP. — Spot and shipment

DIGITALIS.—Purpurea leaves, 2s. 8d. to 3s. per lb., as to potency.

ELEMI.—Spot, 1s. 6d. per lb. Shipment, 1s. 1d., c.i.f.

Ergot. — Portuguese, 9s. per lb., spot: 8s. 9d., c.i.f.

GINGER.—(Per cwt.). African, spot about 370s. June–July shipment, 340s., c.i.f. Jamaican No. 3 spot. 675s. quoted. Shipment, 655s., c.i.f. Cochin, spot, 245s.; forward, 245s., c.i.f.

Gum ACACIA. — Kordofan-cleaned sorts, 160s. per cwt., spot; shipment, 138s.,

HENNA. — Indian, spot, about 90s. per cwt.; shipment, 75s., c.i.f.

Honey. — (Per cwt.). Australian light amber, 145s. to 150s, and medium amber, 140s. to 145s. Argentine, 165s, to 170s.; Jamaican, 130s. to 135s.; Canadian, 165s. to 170s.; Mexican, 155s. nominal; all ex warehouse.

IPECACUANHA. — Costa Rican, 88s. per lb. spot nominal: Matto Grosso for shipment, 68s., c.i.f., nominal. Colombian, 68s. 6d., c.i.f.

JUNIPER BERRIES. — Hungarian, 95s. per cwt.; German, 145s. spot.

KARAYA. — No. 1 gum, spot 365s. per cwt.; No. 2, 280s. per cwt.

Kola nuts. — African $5\frac{1}{2}$ d. spot and $4\frac{1}{2}$ d., c.i.f. (per 1b.).

LIQUORICE. — Natural root: Russian, 65s. per cwt.; Anatolian, 57s. 6d.; Persian, 52s. 6d.; Sicilian 1-kilo bundles, 1s. 6d. per lb. Block juice: Anatolian from 200s. per cwt.; Italian stick from 329s. to 470s. per cwt.

LOBELIA HERB.—American spot, 6s. 3d. per lb.

MACE.—Whole, pale blade, 15s. per lb. nominal; shipment, 14s., c.i.f.

Malefern.—Root for shipment quoted at 75s. per cwt., c.i.f.

MENTHOL.—Chinese: spot, 41s. per lb. duty paid; May–June shipment, 35s., c.i.f. Brazilian, 22s. 6d. in bond; shipment, 22s. 6d., c.i.f. Formosan, 28s. 6d. in bond; shipment, 26s., c.i.f.

MERCURY.—Spot ex warehouse £59 10s. per flask of 76 lb.

NUTMEGS.—West Indian 80's, 12s. per lb.; sound unassorted, 9s. 5d.; defectives, 7s. 9d., f.o.b.

Nux vomica.—Cochin, 75s. per cwt. on the spot.

Orange peel. — Spot: Sweet ribbon, 1s, 10d. per lb.; bitter quarters: West Indian, 10½d.; Spanish, 1s. 4d.; bitter ribbon, 1s. 3d.

PAPAIN. - For shipment: East African No. 1, about 34s., c.i.f

PEPPER.—White Sarawak spot, 3s, 1½d, to 3s, 4d, per lb.; shipment, 2s, 11¾d, c.i.f. Black Sarawak spot, 2s, 6d.; shipment, 2s, 3d., Black Malabar, 320s, per cwt. spot; shipment, 270s., c.i.f.

PIMENTO. — Spot 638s. per cwt.; shipment, 580s., f.o.b.

Podophyllum.—Spot, per cwt.: Emodi, 250s.; shipment offers of new crop awaited; *Peltatum*, 365s. spot.

Pyrethrum. — Extracts waxed, 25 per cent. pyrethrins, 74s. 6d. to 65s. 6d. per lb.; decolorised dewaxed, 20 per cent., 66s. 6d. to 59s. 4d. per lb.

Quassia.—Spot, 57s. 6d. per cwt.

QUILLAIA.—Spot, 180s. per cwt.; shipment, 140s., c.i.f.

RHUBARB.—Spot cleared; shipment offers

SAFFRON. — Mancha superior, 180s. per lb. spot.

SARSAPARILLA. — Jamaican native red spot, 2s. 8d. per lb.; shipment, 2s. 4d., c.i.f.

c.i.f.

SEEDS. — (Per cwt.) ANISE.—Spanish, 26s., duty paid. CARAWAY.—Dutch, 155s., duty paid. CELERY.—Indian quiet at 220s., spot; shipment, current crop, 177s. 6d., c.i.f. and new crop for June—July, 160s., c.i.f. CORIANDER.—Moroccan, 65s., duty paid; shipment firmer at 55s., c.i.f. CUMIN.—Iranian, 165s., duty paid; shipment, 137s. 6d., c.i.f. DILL.—Indian, 80s., spot; shipment, 60s., c.i.f. FENNEL.— Indian, 125s., spot; shipment, 110s., c.i.f. FENUGREEK.—Moroccan, 55s., duty paid; shipment, 40s., c.i.f. MUSTARD.—English, 45s. to 70s., according to quality. to 70s., according to quality.

SENEGA.—Spot, 14s. 6d. per lb.; shipment, 14s., c.i.f.

ment, 14s., c.i.t.

SENNA. — (Per lb.). Tinnevelly LEAVES, spot: Prime No. 1, 2s. 3d.; prime No. 2, 1s. 9d.; No. 3, f.a.q., 1s. 4d. Pods: handpicked spot scarce at from 3s. 3d. to 3s. 6d., as to quality: manufacturing spot, 2s. 4d. Alexandria pods: Manufacturing, spot cleared: forward, 2s. 6d. to turing, spot cleared: forward, 2s. 6d. to 2s. 9d. per 1b. ex wharf: hand-picked from 4s. 9d. to 8s. 6d. as to quality.

SHELLAC,—F.O.T.N., 192s. 6d. per cwt.; No. 1, 207s. 6d.; F.O., 225s. to 275s.

SQUILL.—White 85s, per cwt, spot nominal. Shipment offers of new crop awaited. STRAMONIUM.—Continental LEAVES 85s. per cwt. spot.

STYRAX.—Spot, 22s. per lb.; shipment, 21s., c.i.f.

Tonquin Beans.—Para spot, 5s. 6d. per o.; shipment, 4s. $10\frac{1}{2}$ d., c.i.f.; Trinidad, lb.; shipment 7s. 6d., spot.

Tragacanth. — No. 1 ribbon, £132 10s. to £135 per cwt. No. 2, £125 to £127 10s.

TURMERIC. — Madras finger spot, 150s, per cwt. quoted; shipment June–July, 130s., c.i.f.

Valerian root. — Spot: East European, 175s. per cwt.; Indian, 180s. Shipment: Continental, 172s. 6d. to 205s. 6d.

Vanillin.—Rates (per lb.) are now:—5-cwt. lots, 21s. 6d.; 1-cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

Waxes. — (Per cwt.): Bees'.—Dar-es-Salaam, spot 465s. nominal; shipment 440s., c.i.f. Abyssinian, spot 410s., in bond: shipment. 390s., c.i.f. Sudanese spot 450s.; shipment, 385s., c.i.f. Candellilla, spot, 465s.; forward, 460s. landed. Carnauba, fatty grey, spot, 310s., shipment, 290s., c.i.f.; prime yellow, spot, 690s.; shipment, 680s., c.i.f.

WITCH HAZEL LEAVES.—Spot quotations are 2s, 10d. per lb.

Essential and Expressed Oils

ALMOND. — Sweet, English expressed, 9s. 6d. per lb.; foreign, 7s.

AMBER.—Rectified on the spot, 1s. 6d. per lb.

BAY. — West Indian about 25s. per lb. on the spot.

BIRCH TAR.—Rectified, 8s. per lb.

CADE. - Spanish, 2s. 6d. per lb. for drum lots.

CAJUPUT.—Spot from 10s. per lb.

CALAMUS. — Spot, about 56s. per lb.; shipment, 38s. per lb., c.i.f.

CAMPHOR, WHITE. — Chinese, 2s. 7d. duty paid, per lb.; shipment, 1s. 9d., c.i.f., nominal.

Cananga.—Spot, 27s. per lb.

CARAWAY.—Imported oil, 34s. per lb.

Castor.—Home produced B.P. oil, spot, £136 per ton naked ex mill (2-ton lots).

CEDARWOOD. — Rectified 6s. per lb. on the spot.

CELERY SEED. — Quotations are from 110s, per lb.

CHAMOMILE.—Smalls 640s. per lb.

CHENOPODIUM.—About 35s. per lb. in original containers.

CINNAMON.—Best English-distilled, 640s. per lb.; other B.P. oils from 22s. per lb. Ceylon leaf, 12s.; Seychelles, 8s., spot.

CITRONELLA. — Ceylon, spot, 9s. 1½d.; shipment, 8s. 9d. per lb., c.i.f. Formosan 15s. 9d., in bond; May–June shipment, 13s. 9d., c.i.f.; Chinese, spot cleared; May–June shipment, 15s., c.i.f.

CLOVE.—Madagascar leaf spot, 7s. 4½d. per lb.; duty paid; shipment, 6s. 4½d., c.i.f. RECTIFIED 87–88 per cent., 12s. Distilled bud-oil, English B.P., 26s. lb. for 1-cwt. lots.

COD-LIVER. — B.P. is 11s. 6d. per gall. cluding charged returnable drums. Veterincluding charged returnable drums. Veterinary is from 9s, 6d, per gall. Delivered terms, 25-stone lots.

CORIANDER.—B.P. oil, 41s. per lb., spot. CUBEB.—Spot supplies of imported are 85s. per 1b.

CUMIN.—English distilled oil, 130s. per lb.; imported, 85s.

EUCALYPTUS.—B.P. 6s, 6d. and 6s. 9d. per lb. on spot for 70-75 and 80-85

respectively.

Fennel.—Spanish sweet, spot, 10s. per lb. LEMON.—Spot cold pressed from 21s. per lb.; Sicilian, 37s. 6d. Sicilian for shipment, about 52s. per lb., c.i.f.

LEMONGRASS. — Spot, 11s. 6d. per lb.; shipment, 11s. 6d., c.i.f.

PEPPERMINT. — Arvensis: Chinese spot, 12s. 6d.; shipment, 9s. 9d., c.i.f. Brazilian spot, 6s. 9d.; shipment, 6s. 9d., c.i.f. Piperita: Italian, 48s. to 70s., spot. American from 37s. to 38s. 6d. per lb. as to

Petitgrain.—Paraguay, 18s. 3d. per lb., spot; shipment, 17s. 6d., c.i.f.

SANDALWOOD. — Spot Mysore, 107s. 6d. per 1b.; forward, East Indian, 105s., c.i.f. SPEARMINT.—American oil on the spot 24s. per lb.

VETIVERT.—Bourbon spot, 95s. to 105s. per lb.; shipment, 95s., c.i.f.

UNITED STATES REPORT

New York, May 22: Brazilian Men-THOL was quoted firmer at \$3.35 to \$3.40 per lb. while the Japanese was nominally \$8 against \$7.50-\$7.55 previously. KARAYA has become scarce. In ESSENTIAL OILS Californian ORANGE was dearer by 10 cents at \$1.25 per lb. and Floridan by about 25 cents at \$1.10 per lb. Hydrogen peroxide, 35 per cent., at \$19.2 cents per lb. was down 1 cent.



SHAVER DISPLAY STAND: Point-of-purchase display material by Schick Incorporated (U.K.), Ltd., Billingshurst, Sussex, for their Superspeed shaver includes window bills, four-colour leaflets, and two display stands of unusual construction.

A "double crowner" is designed with two
"shelves" to hold both standard and multi-volt models respectively. Head and base are formed as arrows pointing to the shavers, the main selling points being set out on a centre section. A "single crowner," holding one Superspeed, also has an arrow head, Both stands follow Schick's colour scheme of black and yellow.

PRINT AND PUBLICITY

PRESS ADVERTISING

COW & GATE, LTD., Guildford, Surrey: Cereal food and dairy weaning foods, In medical and nursing Press and national women's maga-

FRYER & Co., Victory Factories, Nelson, Lancs:

Victory V lozenges, In national Press.

THOMAS GUEST & Co., LTD., 92 Carruthers

Street, Ancoats, Manchester, 4: Sure Shield iodised throat lozenges. In News of the World, The People and Sunday Mirror.

GOLDEN, LTD., Berkeley Square, London, W.1: Ambre Solaire, In Daily Express, Daily Telegraph, Daily Mail, Sunday Times, and The Observer, Elnett hair spray. In Woman, Woman's Own, Flair, Honey, She, Vanity Fair, Modern Woman and Beauty. Color-Glo. In women's magazines and Sunday newspapers.

MONIL, LTD., Hunmanby, Filey, Yorks: Monil colour shampoo. In national and provincial newspapers.

NICHOLAS PRODUCTS, LTD., 225 Bath Road, Slough, Bucks: Aspro. In Daily Mirror, Daily Express, Daily Mail, The People, Sunday Mirror and News of the World.

RICHARD HUDNUT, LTD., Eastleigh, Hants: Hudnut competition. In Daily Mirror, Daily Express, Radio Times, T.V. Times, and the

ROBINSON & SONS, LTD., Wheat Bridge Mills, Chesterfield: Paddi-pads, In Woman, Woman's Own and mother and baby publications.

CHICK, INC. (U.K.), LTD., Wisborough Green, nr. Billingshurst, Sussex: Schick superspeed shaver. In Daily Mirror, Daily Mail, Daily Express, Daily Telegraph, Radio Times, TV Times and Reader's Digest.

WARWICK BROS., LTD., Warrex Laboratories, Tile Hill, Coventry: Rinstead pastilles. In News of the World, The People, People's Friend, Radio Times, Reader's Digest and Sunday Mirror.

COMMERCIAL TELEVISION

Figures in these columns represent number of appearances of the "spot" during the week.

	 		_												
June 2-8	London	Midland	North	Scotland	Wales .	South	N.E.	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.	W.& N.Wales
Alka Seltzer Anadin	5 — 4 — 3 — 4 — 2 2 1 1 — 1 1 1 — 2 — 3 3 3 3 3 3 1 1 — 2 2 3 3 — 2 2	2 3 3	5 3 1 ——————————————————————————————————	2 1 — — — — — — — — — — — — — — — — — —	5 2 2 2 — — — — — — — — — — — — — — — —	5 1 — — — — — — — — — — — — — — — — — —	- 5 	5 1 — — 3 — — 1 1 — — 2 3 3 — — — — — — — 2	5 — — — — — — — — — — — — — — — — — — —	5 3 	5 — — — — — — — — — — — — — — — — — — —	2 5 — — — — — — — — — — — — — — — — — —	1	5	5 2
1															

PUBLICATIONS

BRITISH TITAN PRODUCTS CO., LTD., 10 Stratton Street, London, W.1: "Tioxide R-HD4" (2-p, folder), "Tioxide R-SM2" (2-p, folder). "Tioxide R-CR3" (5-p, folder). "Tioxide R-CR2" (2-p, folder). "Tioxide titanium pigments" (10-p, booklet).

Price Lists

MAY & BAKER, LID., Dagenham, Essex: Counter

lines price list.
G. D. SEARLE & Co., LTD., Lane End Road,
High Wycombe, Bucks: Steroid chemicals price list.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, May 27

ENFIELD CHEMISTS' ASSOCIATION, Enfield Arms hotel, Enfield, at 7.45 p.m. Annual meeting. Mr. G. F. Garbutt on "Old Pharmacy Jars."

INTERNATIONAL HOSPITAL EQUIPMENT AND MEDI-CAL SERVICES EXHIBITION, Olympia, London, W.14. Until May 31, At 5 p.m. on May 29: Open meeting of Guild of Public Pharmacists on "The Organisation and Planning of a Sterile Fluids Department.'

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Unicorn hotel, Gidca Park, at 7.45 p.m. Mr.

K. A. Lees (Glaxo Laboratories, Ltd.) on "Griscofulvin" (illustrated).
UNIVERSITY OF LONDON, Post-graduate Medical School of London, 150 Du Cane Road, London, W.12, at 4 p.m. Dr. D. Weitzman on "Serum Lipids and Coronary Disease."

Tuesday, May 28

Brighton and Hove Branch, Pharmaceutical SOCIETY, Langfords hotel, Third Avenue, Hove, at 8 p.m. Annual meeting.

Wednesday, May 29

MICROCHEMICAL GROUP, SOCIETY FOR ANALYTICAL CHEMISTRY, The Feathers hotel, Tudor Street, London, E.C.4, at 6.30 p.m. Discussion on "Kjeldahl Nitrogen—the Digestion Process."

Thursday, May 30

NORTHERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, National hotel, Dingwall, at 8 p.m. Annual meeting. Mr. A. Cowan on "Random

Reflections."
NOTTINGHAM BRANCH, NATIONAL ASSOCIATION OF WOMEN PHARMACISTS. Visit to Haddon Hall. Departure from Friar Lane car park, Notting-

ham, 2 p.m.
SCHOOL OF PHARMACY, SUNDERLAND TECHNICAL
COLLEGE, at 3 p.m. Extension course for hospital pharmacists. "Drugs and the Central pital pharmacists, "".
Nervous System " (5).

THE ROYAL SOCIETY, Burlington House, Piccadilly, London, W.1, at 4.30 p.m. Papers: "On the Subcellular Storage of Hormones in the Neuro-hypophysis" and "Germ Cells in Human Fœtal Ovaries."

UNIVERSITY OF LONDON, Middlesex Hospital medical school, Mortimer Street, London, W.1, at 5.15 p.m. Professor B, Carter (Duke University) on "Chemotherapy for Pelvic Cancer (Perfusion: Infusion)."

Advance Information

NEWCASTLE AND NORTHUMBERLAND PHARMACEUTICAL SOCIETY, Park hotel, Tynemouth. Buffet dance, June 5.
PHARMACEUTICAL SOCIETY,

17 Bloomsbury Square, London, W.C.1. Transatlantic discussion (between Canadian and British teams) on Pharmaceutical Practice in Canada and Great Britain." June 18. Canadian panel: Messrs. Britain." C. R. McLean (secretary and registrar, New Brunswick Pharmaceutical Association), J. K. Lawton (first vice-president, Canadian Pharmaceut cal Association), R. Belyea (a member of the Council of the Association), W. Hood (chief pharmacist, Prince Edward Island hospital); British panel: Messrs, H. Treves Brown (a director, The British Drug Houses, Ltd.), Allen Aldington (a member of Council), Keith Jenkins (a member of the Society's Veterinary Committee), H. S. Grainger (a member of Council and chief pharcist, Westminster hospital),

WORLD TRADE

Italian Tartrate for Britain. - The Italian Ministry of Foreign Trade has announced its decision to allow the export from Italy to Britain during the first six months of 1963 of an 800ton quota of tartrate (700 tons of raw tartrate and 100 tons of wine dregs).

Australian Vcgetable-oil Imports. -New duties on olive, ground-nut and edible palm oils have been officially announced by the Australian Government. Duties on olive oil are increased by sixpence to 3s. 6d. per gall. (British preferential tariff) and 4s. under mostfavoured-nation tariff.

U.S.A. Output of Pesticides.—United States production of pesticides and other organic agricultural chemicals in 1962 totalled 727 million lb., or about 4 per cent. more than in 1961, according to the U.S. Tariff Commission, Washington, D.C. Sales in 1962 were 634 million lb. valued at \$346 millions against 612 million lb. valued at \$303 millions in 1961.

Profits Tax on Monaco Firms. Under new provisions companies operating in Monaco and earning more than 25 per cent, of their turnover outside the principality become subject to profits tax at the rate of 25 per cent., which may eventually be increased to 40 per cent. The French Government has been pursuing tax evaders in order to counter the advantage, said to be unfair, of Monagasque firms selling their products on the French market.

Belgian Chemical Production.—The index figure of Belgian chemical production rose by 15 per cent. in 1962 to a record level, according to the annual report of the Federation of Belgian Chemical Industries. Exports increased in 1962 by 6 per cent. to a value of F.17,885 millions. The largest increase was in exports of photographic products but pharmaceuticals showed "good" gains. Imports rose to a provisional figure of F.14,346 millions (from F.13,390 millions).

Indian Import Policy.—The Indian import policy for the current financial year 1963-64 announced on April 22 is slightly more liberal than the policy during the past six months. Established importers who were allowed to import ninety-one items in the last half-year will be permitted to import 170 items under the new policy. Quotas to be granted to established importers are confined to specific items of special importance to the economy or which would stimulate exports. They include drugs, medicines, x-ray film, rubber contraceptives and aromatic chemicals.

Indian Chemical Exports.—According to the Chemical and Allied Products Export Promotion Council in India, the value of exports of chemicals and allied products rose to 47,130,000 rupees in the ten months ended February, against 44,010,000 rupees during the corresponding period of 1961/62—an increase of 7 per cent. Quinine sulphate, sulphathiazole and beta ionone were the three major pharmaceutical products. Exports of the three totalled over 285,000 rupees. Sulphathiazole was exported for the first time; it was sold exclusively to Pakistan.

TRADE MARKS

APPLICATIONS ADVERTISED REFORE REGISTRATION

From the "Trade Marks Journal," May 8 For shampoos sold in containers adapted to dis-

pense their contents in foam form (3) SHAMPUFF, 835,489, by Helene Curtis Indus-

tries, Inc., Chicago, Illinois, U.S.A.

For bleaching preparations in liquid form containing disinfectants (3)

HI-FI, 835,668, by George Parr, Ltd., Bootle, 20. Lancs.

For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, shampoos, soaps and essential oils (3)

TOP TOWN, 841,377, by A. & K. Products, Ltd., London, W.1. THREE LITTLE WORDS, 843,556, SURRENDER, 844,794, by Cussons, Sons & Co., Ltd., Manchester, 7.

For pharmaceutical preparations (5) VESITAN, 827,282, by C. F. Boehringer & Soehne, G.m.b.H., Mannheim-Waldhof, Germany.

For all goods (5)

KATRILS, 838,291, by Boots Pure Drug Co., Ltd., Nottingham, PLINS, 841,442, by Evans Medical, Ltd., Speke, Liverpool, 24, MINO-FORM, 843,732, by Nestlé Co., Ltd., London, E.C.2. CORTIPIX, 844,112, by Genatosan, Ltd., Loughborough, Lcics.

For disinfectants (5)

VAL, 838,580, AIM, B840,481, by Domestos,

Ltd., Newcastle-on-Tyne, 6. For all goods for the prevention or treatment of nasal infections or complaints (5)

RHINOGUTT, 840,029, by C. H. Bochringer Sohn, Ingelheim-on-Rhine 22b, Germany.

For preparations for the destruction of animals and plants, weed-killing preparations, insecticides, pesticides, vermicides, larvicides, fungicides, bactericides and parasiticides (5)

GRANUCIDE, 840,334, by S.D.C. Pesticides, Ltd., London, W.1.

For pharmacentical preparations and substances,

all containing amines (5) CAPRAMIN, 840,731, by Allen & Hanburys,

Ltd., Bethnal Green, London, E.2. For pharmaceutical preparations and substances in tablet and capsule form (5)

DE WITT'S NRG TABLETS AND CAPSULES, 843,060, by E. C. De Witt & Co., Ltd., Croydon, Surrey.

For hair waving appliances (not being machines or pins) (8)

POLYWAVERS, 844,105, by Therachemie Chemischtherapeutische, G.m.b.H., Düsseldorf, Germany.

For microscopes (9)

DYNAZOOM, 832,670, by Bausch & Lomb, Inc., Rochester, New York, U.S.A.

For photographic apparatus and instruments; objectives (lenses) for photographic cameras, projection apparatus, microscopes, telescopes and for field glasses; and telescopes, microscopes, cinematographic cameras and projection apparatus (photographic and cinematographic) (9)

HEKTOR, 828,956, by Ernst Leitz, G.m.b.H., Wetzlar, Germany.
For optical instruments and parts; photographic

and cinematographic apparatus, etc. (9)
KONVERGON, 835,792, by Jenoptik Jena,
G.m.b.H., Jena, Germany.

For optical apparatus and instruments and parts and fittings (9)

POLYRAYS, B840,062, by Société d'Optique Télégic, Paris, France.

For photographic, cinematographic and optical apparatus and parts and fittings (9)

VERILITH, 844,101, by Kodak, Ltd., London, W.C.2. For electrical apparatus and instruments for

medical and veterinary purposes, and parts (10) TRANVESA, 827,215, by Trans-S.E.V.A., Ltd., London, W.C.1.

For cosmetic bags, toilet bags and sponge bags

PRINCESS, 810,370, by Caressa, Ltd., London, W.10.

From the "Trade Marks Journal," May 15 For all goods (1)

AUTOFAX, B839,609, by Kodak, Ltd., London, W.C.2.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)," May 8

Antibacterial compositions containing lactic acid. A. Kraus, 929,351.

Therapeutic compositions comprising polymeric

amines, Merck & Co., Inc. 929,391.

Encapsulated emulsions and processes for their preparation. Upjohn Co. 929,227, 929,401-03, 929.408-09.

Process for encapsulation of particulate material. Upjohn Co. 929,404.

Process for encapsulation of particles, Upjohn Co. 929.405.

Process for the production of encapsulated material. Upjohn Co. 929,406.

Dicarbonyl treatment. Upjohn Co. 929,407. Nicotinic diester of dimethyl-papaveroline, L. Lafon, 929,190.

Foot and mouth disease implantation preparation. C. P. Värnet, 929,377.

Pharmaceutical compositions having potentiated internuncial blocking effect. Kabi, A.B. 929,206. RNA virus vaccines. Baylor University College of

Medicine, 929,036. Process for the preparation of isocoumarin car-boxylic acids, Koninklijke Pharmaceutische Fab-

rieken Voorheen Brocadesstheeman-Pharmacia, N.V. 929,051.

Preparation of dibenzofurans, Imperial Chemical Industrics, Ltd. 929,376.

Process for obtaining chloretracycline hydrochloride from the corresponding culture liquids. Leo S.p.A. Industrie Chimiche Farmaceutiche, 929.415.

Sweetening composition and method of producing same. American Super Refining Co. 928,866. Heterocyclic compounds and the manufacture thereof. Upjohn Co. 929,054.

Preparation of cycloserine, Commercial Solvents Corporation, 929,043.

Steroids and process for preparation. American Cyanamid Co. 929,258. 17α -methyl-testosterone derivatives. E. Merck,

A.G. 928,864. Production of estradiol and its derivatives, Rous-

sel-Uclaf, 929,158. Method for stabilisation of manganese salts of

alkylene bisdithiocarbamic acids and the products thereof. Rohm & Hass Co. 929,210.

Parasiticidal compositions, Monsanto Chemical Co. 929,203.

Chemical compounds. Fabriek van Chemische Producten Vondelingenplaat, N.V. 929,372.

Methods of sterilising materials in fragile con-

tainers. Allen & Hanburys, Ltd. 929,346. Process for the production of thiol- and thiono-

thiol-phosphonic and phosphinic acid esters. Farbenfabriken Bayer, A.G. 929,216.

Derivatives of indane-1:3-dione and process for

preparing same, Lipha Lyonnaise Industriclle Pharmaceutique, 929,253.

(Thio-) phosphoric, -phosphonic, -phosphinic acid esters. Farbenfabriken Bayer, A.G. 929,256. Bandaging material. F. Heitzmann, 929,213.

Mallet finger splint. Savory & Moore, Ltd., and M. Huq. 929,317. Hypodermic syringes, Wall & Leigh (Thermo-

plastics), Ltd. 929,181.

Containers for fluids. Allen & Hanburys, Ltd. 929.842.

British patent specifications relating to the above will be obtainable (price 4s, 6d, each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from June 19, 1963.

CONTEMPORARY THEMES

Subjects of contributions in recent medical and technical periodicals

PULMONARY BLOOD-VESSELS. Effect of drugs on, in man, Lancet, May 18,

ORAL CONTRACEPTIVE, med. J., May 18. A new type of, Brit.

PERFUMERY MATERIALS, Progress in, Amer. Perf.

and Cosmetics., April.
PROTEINS AND CRYSTALLOGRAPHY, Nature, May 18. ENZYME MOLECULE, A nomenclature for the

quaternary structure of an. Nature, May 18.
ENZYME REACTIONS, Records of ph changes during. Kinetic studies with yeast hexokinase. Nature, May 18.

No. 4 IN A SERIES ON GOOD SALESMANSHIP

can you convert fahrenheit into centigrade?

Gertainly! But whichever scale you use, it doesn't make much difference to the weather.

But convert an old-fashioned shop into a SPACIOUS modern pharmacy and it makes a big difference to profits on the £.s.d. scale. MYERS OF OLD STREET are expert at designing and constructing modern SHOPFRONTS and SPACIOUS INTERIORS. For better weather, take a holiday in the sun. For a healthier business climate, consult Myers of Old Street.

MYERS OF OLD ST.

the pharmacy fitters
unisec house, 141-147 old street,
London E.C.1. Tel: Clerkenwell 6381



hew buffer antacid an advance in the treatment of acidity

Alcin is a new antacid offering several important advantages. It provides safe and effective treatment of symptoms associated with gastric hyperacidity and peptic ulceration.

Palatability Having an absence of chalkiness and an agreeable flavour, Alcin is non-nauseating.

Buffering Activity Alcin not only rapidly neutralises excess acid, but at the same time its sustained buffering activity maintains the level of acidity of the gastric contents within the desired range.

Safety Alcin is safe for prolonged administration. There is no risk from overdosage as Alcin cannot cause either alkalosis or acid rebound.

No digestive tract ill-effects Alcin has no known laxative or constipating effects.

Composition: Each tablet contains 360 mg. anhydrous co-prepared sodium magnesium aluminium silicate and basic magnesium aluminate.



alcina antacid

Reckitt & Sons Limited, Hull and London



Our eye-catching attractive advertisements are constantly stimulating new sales which means new customers for you. In support of these advertisements, most of which are in full colour, we have a wide selection of point-of-sale display material. Our plastic processed showcards are in full colour and so are our Display Units, the latest of which is featured above. Please address your enquiries to:

Cow & Gate Ltd. (Dept. 29) Guildford, Surrey

COWS GATE FOOD

ME FOOD OF ROYAL BABIES

6433

KODACOLOR · EKTACHROME · GEVACOLOR FERRANIACOLOR · AGFACOLOR · ILFOCOLOR

THE FINEST NAME IN

COLOUR

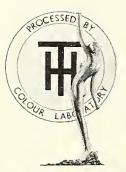
FAST RETURN SERVICE For Developing and Enprinting of Colour Negative Films and Reversal Films.

TRANSCOLOR
Reversal enprints, Large
enprints, and Duplicate
transparencies available

from all transparencies up to $2\frac{1}{4}$ " x $3\frac{1}{4}$ ".

 $\frac{1}{2}$ MINIPRINTS $\frac{1}{2}$ x $\frac{3}{2}$ at $\frac{1}{3}$ d retail

 $2\frac{1}{2}$ " x $3\frac{1}{2}$ " at I/3d retail available from all makes of 35 mm. negatives.



-HAMILTON TAIT LTD

COLOUR PROCESSING LABORATORY
PENICUIK, MIDLOTHIAN · TEL: PENICUIK 474 (2 LINES)



MANUFACTURERS OF PHARMACEUTICAL TABLETS

B.P. B.P.C. N.F.

P.A.S. ISONIAZID

CHLOROQUINE PHOSPHATE & VITAMINS

Tablets to own formula, and all B.P. preparations.

Special quotations on Application

APPROVED PRESCRIPTION SERVICES LTD., Cleckheaton, England.

FROMENT

Announce NEW



This new pack is in addition to the usual sizes of 3|- & $1|7\frac{1}{2}d$.

28 oz.

DOUBLE SIZE
FAMILY PACK

at only 5/9

FINEST VALUE—MORE STABILIZED WHEAT GERM AT LESS COST.

Stock-up NOW!

FROMENT

STABILIZED PURE WHEAT GERM

JOHN H. HERON LTD., Hook Road Mills, Goole, Yorks.

TRADE VERLOG SURGICAL MARK VERLOSIERY

Registered Brands: VERLOSHEER, VERLOFABRIK, VERLONET.

All qualities approved under N.H.S.

BELTS, TRUSSES, SUSPENSORY BANDAGES, ETC. THOS. GLOVER & SON, LTD., CARLTON, NOTTINGHAM

Tel.: 248227 (2 lines).

'Grams: Verlog, Nottingham





For Rheumatism, Lumbago and Fibrositis 2 oz. jars (3/6½) 24/- per doz. + P.T. 1 oz. tubes (2/4) 15/8 per doz. + P.T.

Manufactured by

BROOK, PARKER & CO. LTD., BRADFORD, ENGLAND

INDEX TO ADVERTISERS

Abbott Laboratories, Ltd	Greenhill & Ellis (Eastern), Ltd
Abietsan Manufacturing Co., Ltd. 5 Agfa, Ltd. 31 Akos Chemicals, Ltd. 16 Allen, Stafford, & Son, Ltd. 9 André Philippe, Ltd. 7	Hamilton Tait, Ltd. 4 Hardcastle, James, & Co. 7 Heron, John H., Ltd. (Froment) 4
André Philippe, Ltd. 7 Antigen 40 Approved Prescription Services, Ltd. 4 Askit, Ltd. 34	Imperial Chemical Industries, Ltd. (Plastics Division) Cover ii
Askit, Ltd. 34 Asyrton, Saunders & Co., Ltd. 36	Kaymet Co., The
Beales, John, Ltd	Lastonet Products, Ltd
Bristol-Myers Co., Ltd. (Mum-Rollette) 8 British Drug Houses, Ltd. 13 British Felsol Co., Ltd. Cover iv	Macarthys, Ltd. 23 Macdonald & Son, Ltd. (Sil-Kini)
Brook, Parker & Co., Ltd. 4 Burnet, A., & Co., Ltd 35 Burrough, James, Ltd. 4 Burroughs Wellcome & Co Price List Sup., Page 1	Medopharma, Ltd. 44 Milward, H., & Co. 6 Myers of Old Street 1
Burroughs Wellcome & Co., Ltd. (Marzine)	National Cash Register Co., Ltd., The
Bush, W. J., & Co., Ltd	
Chesebrough-Pond's, Ltd. (Cold Cream/Skin Fresh) 12 Chesebrough-Pond's, Ltd. (Odo-Ro-No) 37	Philips Electrical, Ltd
Christy, Thomas, & Co., Ltd. 17 Cindico (G.B.), Ltd. (Bonny Bouncer) 29 Cow & Gate, Ltd. (Milk Food) 3	Reckitt & Sons, Ltd. (Alcin) 2 Reckitt & Sons, Ltd. (Disprin) 41
Cox, Arthur H., & Co., Ltd. 11 Cresswell Bros. (Sponges) 34	Riddell Products, Ltd. 40
Daniel, Richard, & Son, Ltd	Robinson & Sons, Ltd. (Nikini)29Robinson & Sons, Ltd. (Paddi)24Rochdale Metal Products, Ltd.34
Elsinore Textile Products, Ltd. (Binki)	Ronson Products, Ltd
Freeman, William, & Co., Ltd	Salter, George, & Co., Ltd. 43 Spanish Olive Oil 39
Gibbs-Pepsodent, Ltd. (Hold-up)1nset (between 12-13) Glaxo Laboratories, Ltd1nterleaved Edit., 591	Taylor, Edward, Ltd. 24
Golden, Ltd. (Color-Glo) 18 Golden, Ltd. (Color-Glo) 32	Vitamins, LtdCover i
Golden, Ltd. (Elnett) 38 Granose Foods, Ltd. 42	Whitecroft (Lydney), Ltd. 44 Whitecross Optical Co. Cover iii

A Great Success! "FLAROMA"

Concentrated Bubble Bath

Delightfully packed

24 ATTRACTIVE PLASTIC
BOTTLES IN AN EYE-CATCHING
DISPLAY CARTON

Retail Price 1'-

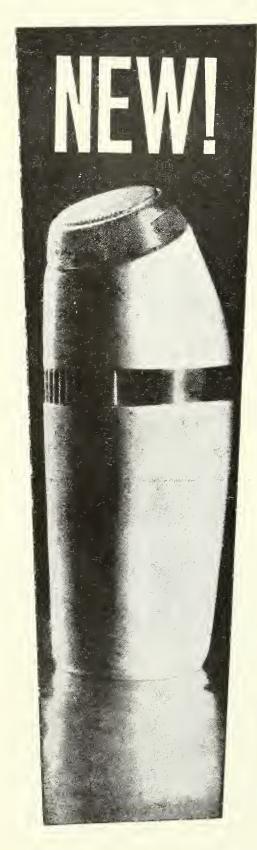
Through your usual wholesaler or direct.



Made in England by: THE ABIETSAN MFG. CO. LTD.

CONCORDIA WORKS, CARMICHAEL ROAD, LONDON, S.E.25, ENGLAND

Telephone: ADDiscombe 2261





COUNIER ELECTRIC SHAVER

WINS DUKE OF EDINBURGH'S PRIZE 1963!

TOP AWARD MEANS BIG PUBLICITY. The award announcement (23 May) of the Duke of Edinburgh's Prize for Elegant Design sparks off an explosion of Press and Television Publicity. Sixtytwo publications covered the award last year.

Double IMPACT FOR ADVERTISING LAUNCH. Big spaces in The Daily Express, Daily Mail and Sunday Times will give twenty million home impressions in the first four weeks. Launch advertising is timed to coincide with the award announcement, gaining double impact through simultaneous editorial comment.

MAXIMUM DEALER DISCOUNTS—Generous Display Bonuses—Regular Follow-up Advertising.

BOUND TO SELL-FILLS A REAL NEED. At last mains shaver performance with cordless convenience—superb shaving comfort—superlatively close shave—revolutionary shaving action—sealed motor requires no servicing—absolutely vibration free—A REAL PRIZE WINNER!

UK Distributors to the Chemist Trade

Retail:

George Spencer Limited, Kynance Place, Gloucester Rd., S.W.7. Wholesale:

Knightsbridge Importers Ltd., Kynance Place, Gloucester Rd., S.W.7.

Henry Milward & Co. Redditch, Worcs. Precision Engineers since 1723
ONE OF THE NEEDLE INDUSTRIES GROUP OF COMPANIES



ANOTHER WINNER' BATH SALT VASE

Three Attractive Colours, Pink, Turquoise and Lavender. Three Delightful Odours, Cologne, Rose and Lavender.

AN ELEGANT USABLE VASE

No. 17 Price per dozen 8/6 plus 25% P.T.

Retail Price 1/3

PACKING I DOZEN ASSORTED

Supplies obtainable direct or through usual wholesalers

ANDRE PHILIPPE

71-71B GOWAN AVENUE • FULHAM • LONDON • S.W.6

Telephone: RENown 2194-2397

We shall be pleased to send you a complete price list on request



Straight from America DIXIE PEACH

"HAIR STRAIGHT"

RETAIL PRICE 3/3d & 5/-d COST 21/- doz & 32/- doz (Plus 25% PT)

DIXIE PEACH

"POMADE"

3/3d RETAIL PRICE 5/6d COST 36/- ", " Plus 25% P.T.

Supplies Obtainable From

JAMES HARDCAST 430/4 EDGWARE ROAD, LONDON W.2.

Telephone: AMBassador 1693-5.

WHOLESALE ENQUIRIES ALSO WELCOMED

FACTS ABOUT MUM



MUM
ACCOUNTS
FOR 1
OUT OF
EVERY 2
ROLL-ON
AND REFILL
SALES



2 MUM
ROLLETTE
REFILLS
SELL
FOR
EVERY 1
MUM
ROLLETTE

MEANING?

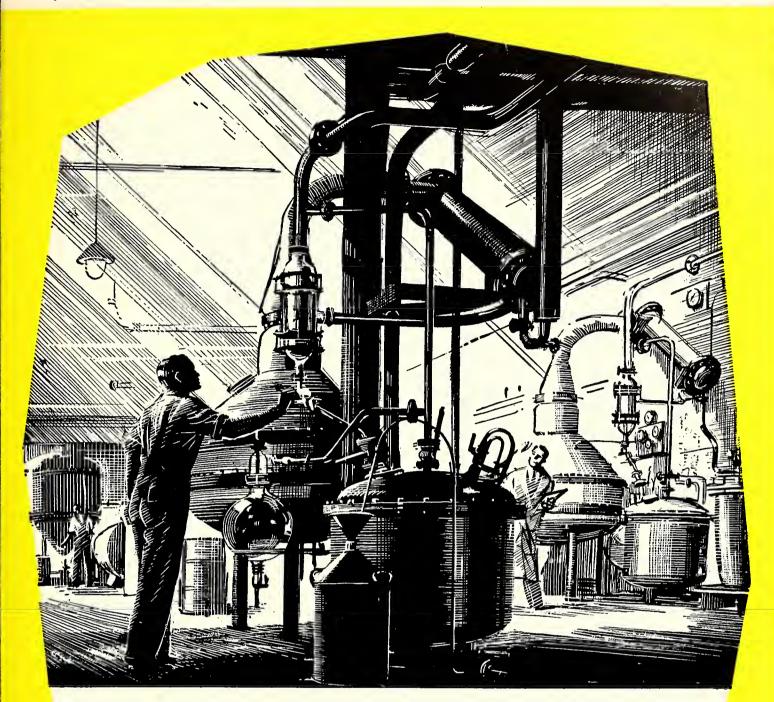
Stock up with two Mum Rollette refills for every one Mum Rollette. Not because we say so, but because hard facts and figures prove you'll make more profit this way.

WILL THIS PROFIT INCREASE?

Yes. Throughout the summer, a national television campaign will sell to at least 10 million women—putting over Mum Rollette's unique selling plus: its choice of *two* perfumes, *two* colours, with refills for both. No other roll-on deodorant can do this. So order your Mum Rollette and Mum Rollette refills now.

ANOTHER FINE PRODUCT OF BRISTOL-MYERS

Bristol-Myers Co. Ltd., Stonefield Way, Victoria Road, South Ruislip, Middlesex.



Essential Oils

English Distilled & Imported ESSENTIAL OILS,
Terpeneless & Sesqui-terpeneless ESSENTIAL OILS,
PERFUMERY ISOLATES, PERFUMERY COMPOUNDS

VERAROMES

Samples and quotations sent on request

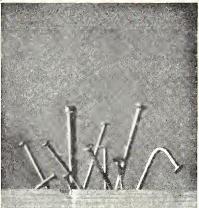
StaffordAllenS

STAFFORD ALLEN & SONS LTD., WHARF ROAD, LONDON, N.1

THIS IS THE QUESTION THAT WILL GET PEOPLE ASKING FOR RONSON RAZORS!

WILL ANYONE BELIEVE THIS ABOUT ELECTRIC SHAVING?

Ronson tells you the truth ... regardless



Hard facts

Your beard is probably as tough as nails already. If it isn't, because you've just started shaving, here's depressing news: it's going to get tougher. Every time you shave your beard hardens. You must have something sharp to deal with it: and the something sharp must get near enough to your heard to cut it.



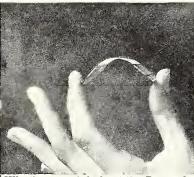
You need babying, too

your skin is probably as sensitive as a baby's. It won't get any less sensitive, either. Because the tougher your beard gets, the more it's going to need sharp, close cutting. And the more you do that, the more punishment your skin is going to take, too. So how on earth are you going to get a decent share without wrecking your face in the process?



Too close for comfort.

A blade razor – like this cut-throat – comes into direct contact with your beard. So you'd think it would be bound to shave you closer than an electric razor. But it doesn't. Because, although beard is tough stuff, skin is sensitive stuff. You can't press the blade hard against your beard without pressing it hard against your face. And that pressure will not only cut your beard. It will cut your face to Orn nick if Or scrape it. And nobody's your face, too. Or nick it. Or scrape it. And nobody's going to do that to his face every day



What's so special about the Ronson?

This flexible steel foil is what protects your face. It's as thin, or thinner, than the paper this is printed on. Your beard can get through it – but not your skin. So you can use the Ronson quite comfortably – right against your beard. You don't even have to press as you would with a blade. That's why, day after day, you'll give yourself as close a shave with your Ronson as you'd ever get with a blade – however tough your beard is. But you'll never rough up your skin – however tender that is.



Can any electric razor be perfect?

We judge by results. The men who've used the Ronson razor tell us it gives them the closest and most comfortable shaves they've ever had a and the most even. They also say it shaves the fastest. It deals best with long hairs, and gets best into the tricky places under the jaw and nose. And is the most comfortable to hold. It may not be perfect - but as far as we know it's the best anyone has invented yet



Why should you believe us?

If all this is true, then clearly the Ronson razor is streets ahead of any other. But can you believe it? You don't have to? Ronson doesn't ask you to take it on trust. If you buy a Ronson razor, use it for 14 days, and find that it doesn't do everything we've claimed, we'll refund your money without question. This money-back guar-antee stands behind all our razors – and has done for years. Because at Ronson we believe in satisfied custo-mers, And we've got them – ask one and see.

There are three Ronson models. The better-known are the Ronson models 21, at £7.7.0, and 31 at £7.19.6. New this month is the Ronson 400, which has a wider cutting head for even faster shaves, comes in a luxurious gift box, has its own coach hide travelling case, and costs £11.15.0. Each of them will give you the perfect Ronson shave – the 400 gives you some extras, and so costs more.





This new Ronson advertisement will be seen by 32,000,000 readers of the Daily Express, Daily Telegraph, and The People—in spaces far bigger than we can show you here!

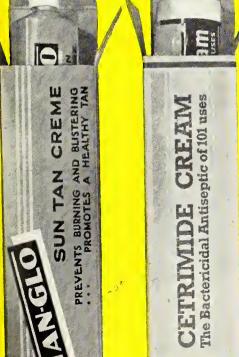


TAN-GLO

60022

for sun tan with comfort







TAN-GLO Sun Tan Creme, with its super barrier formula, becomes more popular each year. A really good follow-the-sun line.

CETRIMIDE—the cream with a hundred-and-one uses. A "must" for every family.

CALAZEAN CREAM — An antihistamine and travelling holiday companion for everybody.

All backed by bright and breezy show material. Excellent trade terms. So please send for particulars and samples.

ARTHUR H. COX & CO. LTD.
BRIGHTON · ENGLAND

BIG-BIG-BIGGER SALES OF POND'S COLD CREAM!

Fabulous FREE offer to your customers



With every 2/11
jar of Pond's
Cold Cream a
sample bottle of
new-formula
Skin Fresh

absolutely free!

Just watch sales of Pond's Cold Cream rise when you have this fabulous offer on display! To introduce your customers to new-formula Skin Fresh, Pond's are giving away free sample bottles with every 2/11 jar of Pond's Cold Cream! So you get higher sales of Cold Cream, new customers for Skin Fresh!

And a Bonus on new-formula Skin Fresh

New-formula Skin Fresh is the cleansing and toning lotion your customers have been waiting for! It cleanses and tones without drying. It protects against externally caused blemishes. It leaves skin radiantly soft and smooth. And it's in the prettiest bottle ever—so feminine, so gay! A big bottle costs only 3/9—and it's going to be a big, big seller, as you'll see when your customers come back for more. So stock up now—there's a generous selling-in offer on Regular Size Skin Fresh:

12 bottles for the price of 11

ORDER NOW THROUGH YOUR
WHOLESALER OR DIRECT FROM CHESEBROUGH-POND'S

TAKE YOUR BONUS NOW!

13 to the dozen offered on

MYCIL & STRIDE

until 21st June
Greater profit for you
on orders for
the following quantities:

- Three or more complete dozen Mycil Powder or Mycil Ointment. Orders for single products or assorted dozens accepted.
- Two dozen or more Mycil Spray.
- Three dozen or more Stride.

YOU SAVE ON SEA-LEGS TOO!

During the offer period 13 Sea Legs per dozen will be available on orders for three dozen or more.

BONUS TERMS AVAILABLE THROUGH YOUR USUAL WHOLESALER

THE BRITISH DRUG HOUSES LTD. LONDON (BD)



Im going to sel

oo a wonderful new range by Silcot for modern girls like me! This new range will be packaged and advertised will be packaged and advertised under the brand name Sil-kini,

and here are the new products ood

You know that modern girls

Sil-kini are the first



like me are turning in ever increasing numbers to the san-brief type of protection. And to capture Sil-kini sales for you in this important younger market, SILCOT plan a national promotion from July to November in journals specially read by the younger girl. Advertisements like the one on the right will sell your younger customers on the wonderful new Sil-kini range!

YOU'LL FIND OUR 'DEALS' INTERESTING!
YOUR Silcot REPRESENTATIVE WILL BE
CALLING ON YOU SHORTLY WITH FULL INFORMATION!

Macdonald & Son Ltd., Portland Mill, Ashton-Under-Lyne, Lancs. One Sallsbury Square, Fleet Street, London E.C.4





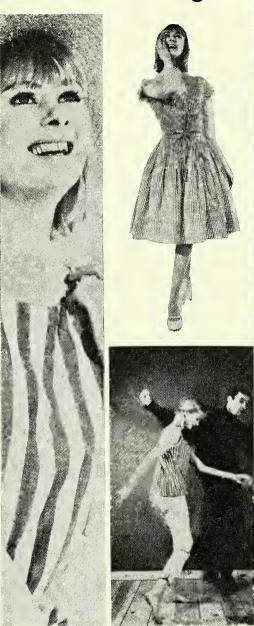
Sİl-KİNİ PADS are soluble and feature a deodorant for assured fen The 10-pad pack reflectstl aging motif used on the pack, so that your custom make regular Sil-kini pu from you! To retail at 1/8



of cotton wool, again feat secret deodorant so impo women, and the 10-tow also reflects the packagir of the other packs—to m Sil-kini range saleable tone of your women cust To retail at 2/-

profitable new range for you

for the modern girl





AND DEODORIZED TOWELS AND PADS

wonderful Sil-kini e Nylon Briefs to hold pads or towels with -Sil-kini soluble pads on wool towels ng a secret deodorant ured femininity!

Step into Sil-kini Briefs and step out without a care in the world! New Sil-kini are the firstever briefs to hold either pads or towels. They te security and comfort! give you slimline secrecy—carefree activity wonderful comfort! New Sil-kini Nylon Briefs teamed with new deodorized Sil-kini Towels give you confidence-real confidence! Next time, try them-and be sure!



Silcot for feminine confidence Size 37.39 7/11



SHAMPOO SACHETS

BONUS OFFER

VARIET PACK

Plus P.T. on each sachet

9 OF EACH VARIETY

IN A CLEAR ACETATE DISPLAY BOX

45 FOR THE PRICE OF 36

- 5 HIGHLIGHT SACHETS for all shampoo needs
- 1 MEDICATED for dandruff
- 2 for LACQUERED HAIR
- 3 EGG for dry hair
- 4 CREAM for normal hair
- 5 ACOCYN for greasy hair

HIGHLIGHT MCHUGHT

HIGHLIG

GUARANTEED PRODUCT QUALITY

Our well-established association with the hairdressing profession as suppliers of bulk shampoo is our guarantee of quality.

LIMITED DISTRIBUTION TO HELP YOU SELL

Our HIGHLIGHT range, unlike most national shampoos, is not sold at reduced prices from supermarkets and grocers, nor is this bonus offer available to these outlets.

SELL HIGHLIGHT SHAMPOO SACHETS -FOR EXTRA PROFIT!



Order NOW from -

AKOS CHEMICALS LIMITED 521 CAMBRIDGE HEATH ROAD

Quality Suppliers to the Hairdressing Profession

LONDON, E.2. SHOreditch 5034/5, 6311



YOUR success story with CHRISTY'S skin emulsion!

Christys SKIN EMULSION





IN THE BRIGHT NEW PACKS: 3/11 2/4 2/4 Yes, since the beginning of February, your sales efforts and our advertising have gained tens of thousands of new users for Christy's Skin Emulsion. Many of the millions of viewers who have seen Christy's spots and admag participations in seven T.V. areas now keep Christy's Emulsion about the house as a matter of course. Many more will start to do so in the weeks to come!

Carrying the theme of these T.V. ads right on to your counter, a bright new full colour showcard will be available this Spring. Ask us to send you one with your next stock order.

* owing to the smash-hit sales success of Christy's the BIG BONUS OFFER can now be extended!

ORDERS FOR 1 DOZEN CHARGED AS 11 ORDERS FOR 40 CHARGED AS 36

Please supply on carriage paid terms
Christy's Emulsion tubes Christy's 2-oz. bott. Christy's 6-oz. bott.
AND CHARGE ME BONUS OFFER RATES
Reserve me Summer Showcard
NAME
ADORESS
THOS. CHRISTY & CO. LIMITED. 152 North Lane, Aldershot, Hants,
The state of the s



Europe's Sun Tan Oi is here!

> IN 2 HOURS TANNING STARTS

This nation-wide

RE SOLAIRE

ADVERTISING

will reach millions every week throughout the summer months

* DOMINATING ADVERTISEMENTS IN

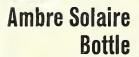
Daily Express · Daily Telegraph · Daily Mail Sunday Times · Sunday Observer

More customers are coming your way for



Ambre Solaire Creme Tube

Trade price 40/- per doz. tubes, plus tax. Retail price 5/10 per tube.



Trade price 44/8 per doz. bottles, plus tax. Retail price 6/6 per bottle.



Ambre Solaire Oil Aerosol

Trade price 92/7 per doz. aerosols, plus tax. Retail price 13/6 per aerosol.



Trade price 92/7 per doz. aerosols, plus tax. Retail price 13/6 per aerosol.



Aerosols packed in half dozens only. 6 Mousse, 6 Oil, or 3 Oil & 3 Mousse

rre solai

gives the quickest, deepest tan without burning



IN 2 DAYS YOU'RE BRONZED

NEW! Ambre Soie for home tanning

Here's a new departure in the home tanning field—a creamy mousse in an aerosol. Ambre Soie mousse is far in advance of the conventional home tanning preparations. It spreads easily and evenly to produce a glorious even Riviera tan.

Ambre Soie Trade Price 106/- per doz. aerosols plus tax Home Tan Mousse Retail Price 15/6 per aerosol



It's wonderful Ambre gives to the Riviera beauti men friends, too) that gle smooth, deep suntan, the admires. Famous all alo drenched holiday coasts of the French and Italian Riviera. A phre Solaire is now and Italian Riviera, Ambre Solaire is now and Italian Riviera, Ambre Solaire and so here. You will tan more quickly—and so here. You will tan more Solaire. Nothing safely—with Ambre Solaire. Nothing safely—with Ambre solaire. Ambre

Manufactured and distributed by GOLDEN LIMITED Berkeley Square House, Berkeley Square, London W1. Mayfair 8240 Ambre Solaire Oil (bottle only) now available in Eire— Trade Enquiries to: Lilmar Pharmaceuticals Limited, Santry, Dublin

NO MORE NAPPY RASH



GREATLY **INCREASED** NATIONAL **ADVERTISING**

With press advertising more than doubled, our new campaign starts in June—with a large space in the

DAILY EXPRESS JUNE 24th

in their special feature in support

NATIONAL BABY WEEK

followed every month by large spaces (mostly full pages) in the leading mothercraft and women's magazines—Mother, Family Doctor, Good Housekeeping, Parents, Nursery World, Housewife, My Home, Woman's Realm, She, and many Annuals and specialist baby books books.



THE BIGGEST **SUCCESS STORY** OF RECENT YEARS IN BABY PRODUCTS

Welcomed by mothers everywhere — approved and recommended by the medical and nursing professions, including the leading Nursery Training Colleges and most Welfare Clinics—a line which literally sells on sight!

Every customer with a young baby—every woman who knows of a baby at the nappy stage, will bless you if you tell her about the Marathon One-Way Nappy

PREVENTS NAPPY RASH

Keeps baby dry and comfy always—ensures long quiet nights

and happy days.

Worn under the regular nappy (terry or disposable) the outer nappy is wetted but *Baby* stays dry and happy. Urine passes through and is absorbed by the outer nappy—but cannot go

Existing rashes and skin troubles quickly clear up, nappy changing is much easier and pleasanter, and the MARATHON Nappy is easily washed.



In 3 sizes, in hygienic Polythene bags, to retail at—SMALL: 2 for 5/11; LARGE: 2 for 7/11; PANTS: 2 for 8/11.

The Marathon DRISHEET A boon and a blessing for the adult incontinent—a bed sheet made of the same material. Retails at 12/6.

Order NOW from your Wholesaler to meet this huge demand. If any difficulty, write for the name of your nearest Whole-saler to John Beales Limited, Peveril St., Nottingham.



THE JOHN BEALES ASSOCIATED COMPANIES, NOTTINGHAM.

BIGGEST EVER NATIONAL PROMOTION FOR LASTONET QUICK SNAP BABY PANTS STARTS IN JUNE



PLUS From June onwards, the Lastonet Sales Force will carry a new showcard for you, which will make sure that your customers know that you stock Lastonet Quick Snap Baby Pants and, what is more, the pack will be new too. Get your order in now at 35'- per dozen nett 4'3 per pair retail.

LASTONET PRODUCTS LTD · REDRUTH · CORNWALL



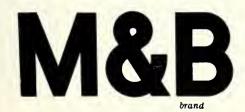
SILICONE TEATS AND TEETHING RINGS FOR CONTENTED BABIES

WILLIAM FREEMAN & CO. LIMITED · SUBA-SEAL WORKS · STAINCROSS · BARNSLEY · YORKSHIRE · TEL: BARNSLEY 4081





PHA2197/85



The International 5.5-Metre Class is the largest of the present yachting classes in the Olympic Games. It is most easily identified by the sail markings, which show the figures 5.5 underlined above the national letter and number of the boat.

Racing yachts were first introduced into this country during the reign of Charles II. Since then, new and improved designs have been developed through inspiration, enterprise and foresight, until today more people than ever are enjoying this exhilarating sport.

The history of May & Baker's pharmaceuticals has always been one of similar zeal in the search for improved processes and products, thereby ensuring that they remain, as ever, in a class of their own.

pharmaceutical chemicals

MAY & BAKER LTD DAGENHAM · ESSEX · Tel: DOMinion 3060 Exts. 317 and 318

Reach a new summit in NEW PHILIPS



The greatest in the range of electroshavers, the 'Philishave' Envoy will Floating Heads is the latest refinement of the unique combination 'Philishave' Rotary Action and Floating Heads. The Envoy will not on recruit and convert men to shaving It will also have big sales in the increasingly important replaceme market.

SPECIAL INTRODUCTORY OFFER

10'3d

CREDIT ON A ONE/ONE BASIS FOR EVERY PHILISHAVE WITH FLOATING HEADS TYPE 7860

With the introduction of the 'Philishave' Envoy with Floating Heads Type 7860, the original 'Philishave' with Floating Heads will be reduced from £8.8.0 to the even more saleable figure of £7.15.0. Because of this, Philips offer you in compensation 10/3d. for every 'Philishave' with Floating Heads held in stock, provided you order an equal number of the new 'Philishave' Envoy. In fact, this way the profit margin on your stocks are guaranteed—and you gain a great new seller! Ask your Philips representative for details, and take full advantage of the offer while it lasts.

PERIOD OF OFFER: May 6th-June 28th RELEASE DATE OF ENVOY: June 7th

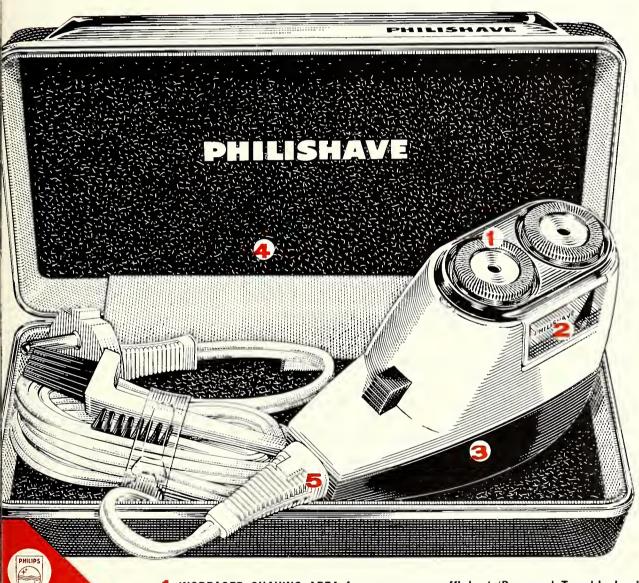


PHILIPS

- the friend of the famil

haver sales with the LISHAVE ENVOY

with Floating Heads



- 1 INCREASED SHAVING AREA for even more efficient 'Personal Touch' shaving.
- **2** SPRING-OPEN SIDEFLAPS with press-button release for instant cleaning.
- 3 SUMPTUOUS STYLING with subtle, two-tone colouring.
- 4 ELEGANT CASE, slim for travelling, in charcoal grey.
- 5 WORLD-WIDE ADAPTABILITY AC/DC 100-130 and 200-240v.

SHEER SHAVING LUXURY AT ONLY £8.12.6



who have seborrhoeic dermatitis of the scalp

For the scalp-scratchers, shoulder-brushers and comb-clutterers, there's welcome relief with Selsun Suspension. In clinical studies selsun effectively controlled 92 to 95 per cent of cases of common dandruff. It keeps the scalp free of scales for one to four weeks—relieves itching and burning after only two or three applications. Selsun is remarkably simple to apply and rinse out while washing the hair. It takes little time. No complicated procedures or messy ointments. In 1, 2 and 4 fluid ounce bottles with full directions for use on special label supplied on each bottle.



ABBOTT LABORATORIES LIMITED · QUEENBOROUGH · KENT



BONNY BOUNCER

Full detuils, including trade terms, from

EVANS MEDICAL LTD

Home Sales Department, Speke, Liverpool, 24



Available in BLUE and PINK
Retail price 12/11

WHOLESALE ENQUIRIES ALSO INVITED

THE KAYMET COMPANY

KAYMET WORKS, SYLVAN GROVE, LONDON, S.E.15

Telephone: New Cross 6644 Telegrams: Kaymet, London, S.E.15

Cables: Kaymet, London



ever increasing— NIKINI SALES!

More and more women are changing to this really modern, up-to-date sanitary protection—miles ahead of any other.

Attractive, compelling advertisements appearing in mass circulation women's magazines are showing millions of women the modern way to stay confidently on the go throughout the month! NIKINI sales are racing ahead—are you getting your share? Take advantage of the ever-increasing demand by ordering NOW!

*** SPECIAL DISCOUNTS FOR YOU**

You may obtain a special discount of from 5% to 10% on your order for NIKINI PADS. Ask for details—now.

ROBINSON & SONS LTD. WHEAT BRIDGE MILLS, CHESTERFIELD



Whole pages in full colour in Woman REALM & Woman's own will sell these new POTTER & MOORE products for you...

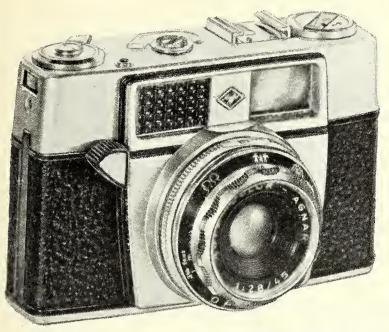
Potter & Moore Cream Perfume, Liquid Perfume, Potter& Mour Solid Perfume, Bath Cubes, Talcum Powder...in these Apple four perfume ranges... BLOSSOA Blue Heaven, Apple Blossom, CREAM PERFUME Spring Dawn & Gold Brocade.

This dominant full colour advertising in Britain's biggest circulation women's magazines will be supported by large black & white spaces in the same publications. The entire campaign will add up to ...

Mole profit for You EVEN BIGGER Profits... To help promote that will your Podetails,

To help you make the most of this powerful promotion there are special display terms that will push your profits even higher. Ask your Potter & Moore representative for full details, or write direct to:

Potter & Moore Ltd · Lavender House · London E.10 · Tel: Leytonstone 3334



OPTIMA IA £28-10-6

A first class fully automatic 35 mm camera for under £30. Takes standard cassettes and sets shutter and aperture automatically for all films with speed ratings 10-200 A.S.A. Superb Agfa Color-Agnar f2.8/45 mm lens, shutter continuously variable from 1/30-1/160th sec. Symbol focus setting. Brightline viewfinder. Single lever wind.



The quality equipment they're looking for

Widely advertised in the Daily Express, Daily Mail, Daily Telegraph and all the best photographic magazines, Agfa cameras are world renowned for their superb quality and absolute dependability. For the customer who wants something better, recommend one of these fine Agfa cameras.



PARAT I £12 · 19 · 6

The new look in 35 mm, the Parat is a genuine 'half-frame' camera (18 x 24 mm frames on 35 mm film) using standard cassettes. Superb f2.8/30 mm Agfa Color-Apotar lens gives excellent definition. Shutter speeds 1/30-1/125th sec. plus flash and B settings. Symbol focus, rapid lever

ISOLY I £6 · 4 · 5

A first class 120 camera that's really easy to use. Takes sixteen 4 x 4 cm exposures. Focusing f8 Achromat lens with two stops (f11 and f8) and shutter speeds of 1/30th and 1/100th give versatility without complexity. Flash synchronized.



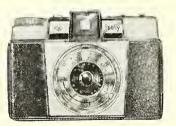


SILETTE I £9 · 19 · 6

Handy, versatile 35 mm camera combines simplicity of operation with Agfa precision. High resolution, Agfa Color-Agnar f2.8/45 mm lens, Prontor 125 shutter, flash synchronized with accessory contact shoe.

ISOLY II £8 · 4 · 6

Top quality 120 camera for sixteen 4 x 4 cm exposures. Featuring f6.3 Agfa Agnar lens focusing to $3\frac{1}{2}$ ft. Shutter speeds of 1/30th and 1/100th plus brief time setting. Flash synchronized with accessory contact shoe.





SILETTE II £13 · 18 · 6

All the extra refinements add up to top value on the Silette II. In addition to the Agfa Color-Agnar f2.8/45 mm lens, and Prontor 125 shutter, the super clear brightline viewfinder and delayed action release combine with flash synchronization, and rapid lever wind to make this a fine action camera.

SILLETE F £12 · 19 · 6

Photography in any situation is assured by the built-in flashgun of the Silette F. Takes standard 35 mm cassettes and AG flash bulbs, powered by 15 volt hearing aid battery. Features Agfa Color-Agnar f2.8/45 mm lens, Prontor 125 shutter, flash calculator and rapid lever wind.



AGFA LIMITED · 27 REGENT STREET · LONDON SW1 · REGENT 8581

Enough to turn the heads of 15 MILLION WOMEN!

(that's how many can see

- *Big spaces, full colour in the top women's weeklies-
- *Dominating spaces in the top daily and top Sunday newspapers-
- * Unduplicated readership of 15 million women-

That's how Color-Glo advertising sets out to win new customers for you and remind old customers it's time to buy again. When they come into your shop, welcome them with Color-Glo displays. And if you haven't got all thirteen beautiful shades in stock, now's the time to order.

- DEEP RICH CHESTNUT WARM CHESTNUT
- BLACK TULIP AUBURN DEEP AUBURN
- GOLDEN CHESTNUT MOLTEN GOLD
- DOVE GREY HONEY BROWN

and the famous Color:Glo Brown-Sherry Shades

- DARK BROWN SHERRY
- BROWN SHERRY
- AMBER-BROWN SHERRY
- LIGHT SHERRY



Semi-permanent Hair Colouring

Price 24/- per dozen bottles, plus tax. Retail 3/6 per bottle

Manufactured and distributed by:

GOLDEN LIMITED

Berkeley Square House, Berkeley Square, London W.1. Mayfair 8240

Republic of Ireland enquiries to: Lilmar Pharmaceuticals Limited, Santry, Dublin





Clear aperture 50mm. Focal Length 500mm. Magnifications 84x 23x. 2 eye pieces 6mm, and 22mm. Erecting prism, I star diagonal prism, I elevating table tripod. Coated lenses. Each packed in strong carton. packed in strong carton.





Send for Price List Trade Terms and descriptive brochure

GREENHILL & ELLIS (EASTERN) LIMITED LING HOUSE, DOMINION STREET, LONDON E.C.2. Telephone: MONarch 0476

FOR ONLY £82 THIS NEW-STYLE



• £999.19.11 Adding Capacity ●£99.19.11 Feather-touch Keyboard • Printed Ticket

- Printed Audit Record
- ◆14-Key Classification
- Printed Total Lock-Controlled Security.

All British made

THE National COUNTA Matic

THE NATIONAL CASH REGISTER COMPANY LTD 206-216 MARYLEBONE ROAD · LONDON NW1 · PAD 7070

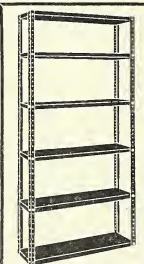


Do not disappoint your customers -stock and display



Powders and tablets for the safe and speedy relief of headaches, colds, chills, rheumatic and nerve pains.

EX ALL LEADING WHOLESALE HOUSES



BRAND NEW HEAVY GAUGE

Free delivery within 14 days. N. Scotland, Ireland, I.O.M. 10% extra

71" high × 34" wide, 12" deep with 6 shelves as illustrated. C.W.O. or C.O.D.

Each shelf will hold over 3 cwt. Shelves adjustable every 2". Stove enamelled dark green. White enamel units 50% extra.

			No. of		Price each	Extra	
Height	Width	Depth	Shelves	Price	3 or more	Shelves	
71"	34"	9"	6	58/-	\$6/-	7/-	
71"	34"	12"	6	60/-	\$8/-	8/-	
71"	34"	15"	6	69/-	67/-	9/6	
71"	331"	18"	6	81/-	79/-	11/6	
85"	34"	12"	6	68/-	66/-	8/-	
85"	42"	12"	6	86/-	84/-	11/-	

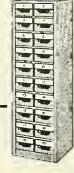
HANDY DRAWER UNIT

BRAND NEW

42" high, 13" wide. 12" deep. 20 DRAWERS: 5" wide, 3" high, 11½" long. Stove enamelled dark green. Direct from manufacturers. Write now for list of other sizes.

C,W,O, or C,O.D.

Buy direct from the manufacturers,
ROCHDALE METAL PRODUCTS
Dept. C.D., Shawclough Works, Waterfoot,
Rossendale, Lancs. ROSsendale 2450
Contractors to H.M. Government and United
Kingdom Atomic Energy Authority
EXPORTERS OF STEEL SHELVING





THIS NEW SLUMBER NET HAS EVERYTHING!

LIGHTER & STRONGER THAN EVER BEFORE

EYE-CATCHING DISPLAY CARTON

HEAT SEALED PACK

ASTONISHING VALUE



For further details contact your Wholesaler or

A. BURNET & CO. LTD 66-67 Newman Street, London W.1 MUSeum 0133



AYRTON, SAUNDERS

LIVERPOOL · PRESTATYN · DUBLIN

LAZITAN—the modern prelude to attractive exposure

LAZITAN—for the easy, lazy, overnight or 3-hour tan

LAZITAN— the Pharmacists' best line, for sure!

Show LAZITAN . . . presented in a stylish three-colour show outer. Advise LAZITAN . . . tell purchasers to follow the directions carefully and build up their tan to the desired shade. Advice is a good gimmick for the private man. The supermarket cannot give it . . . he can.

COST 30/- doz. (Tax 25%)
RETAIL 5/2 per large tube



HEAD OFFICE & WORKS: MANSFIELD ROAD, DERBY. Tel.: 40671 (10 lines)
BRANCH WAREHOUSE: GROSVENOR ST., ASHTON under LYNE. Tel: 5161 (9 lines)
NORTH WINGFIELD ROAD, GRASSMOOR. Tel: HOLMEWOOD 481 (7 lines)

0D0.R0.N0 STICK DEODORANTS!

Here's an offer to give you even bigger sales of Britain's fastest-moving stick deodorants



During June and July—the peak selling season—a special 3d. off offer will be running for both Odo-Ro-No stick deodorants, Perfumed and Unperfumed.



All special offer Odo-Ro-No sticks are packed in colourful "3d. off" display outers.



You'll make big new sales, and your full cash margin is maintained throughout. (List prices are: 375 Unperfumed Stick, 15s. 4d. doz; 375 N Perfumed Stick, 16s. 6d. doz.)



There will be big response from your customers to this eye-catching Odo-Ro-No offer. So order plenty, while stocks last. Only complete dozens supplied.



ER NOW...(AND ORDER ENOUGH!)

J. C. GAMBLES & CO. LTD., c/o Chesebrough-Pond's Ltd., Victoria Road, London, N.W.10 or through your usual wholesaler

*The most popular hairspray in France

is here!



Elmett

with heavy national

advertising to make sales for you

12[‡] million women are now seeing Elnett advertising in

WOMAN · WOMAN'S OWN

FLAIR · HONEY · SHE

VANITY FAIR

MODERN WOMAN

WOMAN AND BEAUTY

Make sure you stock Elnett-profit from this concentrated advertising campaign



Available in eye-catching push button spray bottle Retail Price 6/9 per bottle Trade Price 46/4 per doz. plus tax

or in larger aerosol can
Retail Price 9/6 per can
Trade Price 65/- per doz. plus tax

when the hair is brushed all trace of hair spray goes

holds hair perfectly yet keeps it soft and tender to the touch

nair stays supple, resilient and responsive

Man it gives the hair a beautiful natural shine

From L'OREAL OF PARIS world's greatest makers of hair beauty products





Stock

pure olive oil from SPAIN...

AND PROFIT BY NATIONAL ADVERTISING!

There's nothing so pure, so gentle, so effective as Spanish Olive Oil for taking good care of delicate skin. This is the message that is still attracting mothers by the million in Britain's biggest ever advertising campaign for pure Spanish Olive Oil.

Large space advertisements are appearing continually in all the important "Mother and Baby" magazines throughout the Spring and Summer. Be sure you are ready to meet the demand by ordering now and displaying stocks clearly.



ASTHMA

BRONCHITIS

EMPHYSEMA

R

D

the INHALANT

in a

D O

B

of CHOICE

RIDDELL INHALER

with or without OXYGEN

R O

N

SAFE

EFFICIENT

ECONOMICAL

Samples and Literature on Request

LONDON, ENGLAND RIDDELL PRODUCTS LTD., RIDDELL HOUSE, 10-14 DUNBRIDGE STREET, E.2 SHOREDITCH 7254/6

TORONTO, CANADA

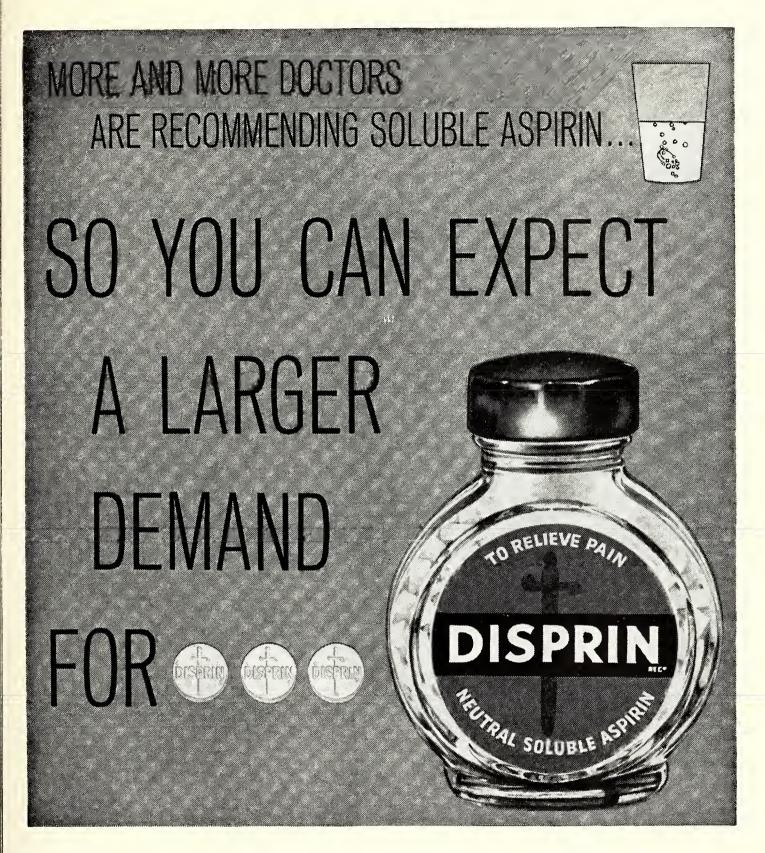


For injections, tablets, hormone preparations, antibiotics, and liver extracts. For the Chemist, the doctor and the surgeon.

for medicine ...

For skilled hands to select from the fruits of progress the Pharmaceutical Medical and Veterinary products to aid them in their fight to heal. For medicine—from Antigen.

ANTIGEN · ROSCREA · IRELAND



To-day, the advantages of soluble aspirin are becoming more and more appreciated as the form of aspirin less likely to leave acid particles in the stomach.

In the soluble aspirin field, the brand your customers know is Disprin—the original soluble aspirin.

Disprin is an excellent, long-established product, and it is very well advertised through national TV and press.

So keep a good stock of Disprin—you can recommend and sell it with confidence.

RETAIL PRICES:-

Bottles of 26 tablets, 2/1; 50 tablets 3/5. Foil packs of 8 tablets, 9d.; 28 tablets, 2/1, 100 tablets, 5/6. Disprin Junior (for children): Foil packs of 16 tablets, 9d., 48 tablets, 1/10 (each tablet providing an exactly measured dose).



PARACETAMOL B.P.

(listed British Pharmacopæia April 1st, 1963)

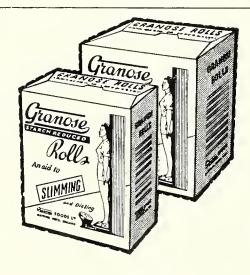
Bush Paracetamol has always set the standard and no change in manufacture will be necessary. Your enquiries are welcomed.

W. J. BUSH & CO. LTD

Ash Grove, London E.8. England Telephone: CLIssold 1234

Member of the Albright & Wilson Group of Companies

Also at: Melbourne, Auckland, Johannesburg, Montreal, Madras, Bulawayo



GRANOSE ROLLS ARE STARCH REDUCED.

Crisp, crunchy and appetising, Granose Rolls are much higher in protein and lower in starch than ordinary bread. Apart from their dietetic value Granose Rolls will be enjoyed by the whole family. They're delicious!

Handy Pack 1/6 Standard Pack 2/9

GRANOSE FOODS LTD.WATFORD.HERTS.



for Bigger Business!

Six old established photo finishers now join forces to give you a complete black and white and colour service at Photo Laboratories (London) Ltd. All processing and printing is under our personal control, ensuring the finest quality work. Why not use our service to build your own business?

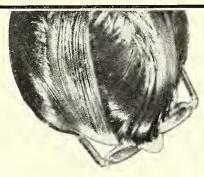
Ask our representative to call. Collection and delivery daily London area.

Colour or Black & White... for the finest processing service.



Send it to

Photo Laboratories (London) Ltd.
Tay Building, 2 Wrentham Avenue, N.W.10.
Tel: LAD 7425 (5 lines)





whichever way you look at it . . .

SALTER SALTER STRAND 200 PERSONAL WEIGHER IS SURE TO BE A BIG SUCCESS!

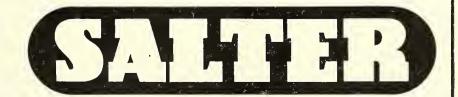




The new STRAND, backed by SALTER'S 200 years of weighing experience, is remarkable value for only 57/6 retail. It is being advertised regularly in the national Sunday newspapers.

Make sure that your stocks are adequate to meet the demand this massive advertising campaign will create.

The STRAND is made by



Geo. Salter & Co. Ltd., West Bromwich. Established 1760

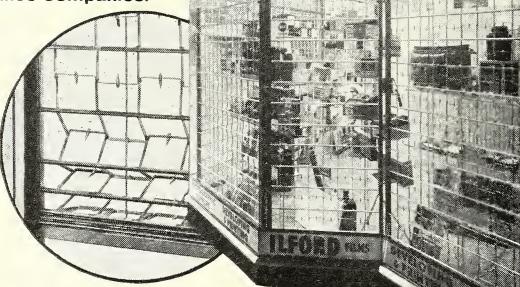
M-W. 552

'SAFE EXPOSURE' of CAMERAS

with 'VIZOR' Grilles

Write for full details of Pollard 'VIZOR'
Grilles: the modern means of protection
approved by Insurance Companies.

Folding 'VIZOR' Grilles



E. POLLARD & COMPANY LTD. ('Vizor' Division.)
159 St. John St. London E.C.1. CLE: 6701.

TABLETS HOME & GENER STRIP TO YOU

GENERAL PACKAGING STRIP PACKING • LIQUID FILLING TO YOUR REQUIREMENTS

MEDOPHARMA

MEDOPHARMA LTD. MANUFACTURING CHEMISTS, 158-162 TOOTING HIGH ST, LONDON, S.W.17, BAL. 2712.

Ask for

NEW ILLUSTRATED CATALOGUE of Photographic and Cine Equipment imported by

Retail and Wholesale enquiries invited.

BUSH & MEISSNER LTD. 91 MARYLEBONE HIGH ST., LONDON, W.I. WEL. 4709

STOCK

15alvelox the modern plaster

WHITECROFT (LYDNEY) LTD., WHITECROFT, GLOS.

Scott's TWIN-PACK



BONNY BABY CONTEST MEANS BIGGER BUSINESS FOR YOU

Mothers all over the country will be entering photos of their babies in this wonderful contest and every entry must be accompanied by two Scott's Twin-Pack or Groats packet tops.

There is £250 to be won including £5 vouchers

exchangeable in your shop, if you sell the winning packs.

Write *now* to the address below for free show-cards and entry forms for your counter or ask our representative.

PRIZES FOR RETAILERS

Chemists selling the first three prize winning packs will themselves receive prizes of £20, £10 and £5.

Every pack you sell means more chance of a prize for you. Make sure your stocks of Scott's Twin-Pack and Groats are sufficient to meet the demand.



SCOTT-BRAND FOODS LIMITED 10 Victoria Road Willesden London NW10. Tel: ELGar 2001 (4 lines)



TELEPHONE CENTRAL 6565

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2

APPOINTMENTS — 24/- per \(\frac{1}{2} \) s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/- per line (minimum 20/-). Semi-display — 24/- per \(\frac{1}{2} \) s.c. minimum. Displayed with border rule, larger type faces and blocks — 60/- per s.c. iminimum. Reduced rates for one-third, one-half and full pages on application. SITUATIONS WANTED — 6/- per 18 words minimum, then 4d. per word. Use of Box No. — 2/-. Advertisements received by 4 p.m. Tuesday published same week.

BUSINESSES FOR DISPOSAL

DRUG STORE, LEIGH-ON-SEA, opposite school, Chemist urgently required, No opposition, Lock-up shop and parlour, Rental £189 per annum, Flat above let at £113 per annum, Freehold available if required, Takings average £55 weekly, improving, £550 for quick sale, S.A.V. Box C 5264.

DRUG STORE, main road, Watford, Taking over £100 p.w. Modern living accommodation over; 2 bed., 2 rec., kitchen, bathroom, w.c. Let for one year at £7 7s, p.w. furnished, Rent £230, Good opening for pharmacy, Price £4,000, plus stock at valuation, Box C 5245.

DRUG STORE, North London, nr. Tube, bus stop, Lock-up shop, lease 4 years, renewable, Rent £8 pcr week, Turnover £7,500 increasing, Price £500, plus s.a.v. Box

FREEHOLD DRUG STORE, Living accommodation, garage, etc., main road, Good supporting parade, close school, doctors, dentists, Excellent proposition chemist, Turnover £6,000 increasing, Price £8,000 on approval, Moving to coast due to ill-health, Box C 5266.

GOOD BUSINESS for sale with living accommodation. Main road position, Leigh-on-Sea. Established 15 years, owner retiring. 7-year lease with option, rent only £160 per annum including flat. Profit £1,125 per annum, ample scope to double, Trading as drug store, photography and lending library, No opposition, Amazing opportunity for pharmacist to treble trade, Exceptional value. Price £3,000. S.A.V. Town & Country Estate Agency, 1348 London Road, Leigh-on-Sea. Tel.: 78646.

BUSINESSES WANTED

MIDLANDS AREA. Drug stores or premises wanted. E. T. Perks, 16 New Street, Dudley. Worcestershire. Dudley 2368.

APPOINTMENTS

BROOKWOOD HOSPITAL KNAPHILL, WOKING, SURREY

Locum Chief Pharmacist

required for month of June 1963 (or to cover period 8-29th June), £23 2s, per week, Applications giving full particulars to the Company Control of the Company Control of the Company Control of the Company Control of the Control of

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist

for holiday relief duty in the hospitals of the Group, 25th. May to 28th Sept, inclusive Salary 19 gns, p.w. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. C 634

BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

Senior Pharmacist

Modern department approved for training students. Salary scale £810-£1,060 per annum, plus higher qualification allowance and London Weighting.
Please apply Hospital Secretary, giving details of age, training, experience and two names for reference.

C 625

CELL BARNES HOSPITAL, ST. ALBANS, HERTS

Chief Pharmacist

required for this modern hospital for the subnormal. Within easy reach of London and local amenities, Salary scale for Category I Hospital is £855 rising to £1,165 per annum, 3½ weeks annual leave, Application forms from The Group Secretary, Harperbury Hospital, St. Albans, Herts, Closing date 6th June. C 8246

CENTRAL MIDDLESEX HOSPITAL PARK ROYAL, LONDON, N.W.10

Pharmacist or Dispensing Assistant

required, whole-time or part-time. Applica-tions giving age, qualifications and experience together with names of two referees, to Medical Director as soon as possible. C 8257

CHARING CROSS GROUP OF HOSPITALS, FULHAM HOSPITAL, ST. DUNSTANS ROAD, HAMMERSMITH, W.6

Part-time Pharmacist

required for one four-hour session on Tues-day afternoons to assist with Psychiatric Medical Clinic, Apply to Chief Pharmacist, telephone: RIV, 9161. C 8272

CHARING CROSS GROUP OF HOSPITALS, FULHAM HOSPITAL, ST. DUNSTANS ROAD, HAMMERSMITH, W.6

Post-graduate Pharmaceutical Student

required. Salary and conditions in accordance with Whitley Council agreement, Application form obtainable from the Secretary. C 8271

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Locum Pharmacist

required for several weeks commencing June 1, Salary £19 19s, per week, Applications to Chief Pharmacist, C 8264

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist
in charge at Mildmay Mission Hospital for
holiday relief duty: 17th to 29th June, 1963,
Salary £23 2s, per week. Apply to Chief
Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. C 633

GROVE PARK HOSPITAL, LEE, S.E.12

Category II, £940 to £1,260 plus London Weighting allowance. Applications naming two referees to Group Secretary, Lewisham Hospital, High Street, S.E.13. C 632

HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Pharmacist

Pharmacist
required at above General Post-graduate
Teaching Hospital (Category V), Post offers
varied work and excellent experience, Pleasant working conditions, Previous experience
not essential, Whitley salary scale £725—
1970 per amum, plus London allowance,
Commencing salary within this scale according
to experience, Applications stating age, qualifications and experience, and naming two
referees, to Chief Pharmacist by June 8,

C 8263

LEWISHAM HOSPITAL, HIGH STREET, S.E.13

Senior Pharmacist

required. Applications stating age, qualifica-tions and experience, and names of two referees to Chief Pharmacist. C 636 C 636

NEASDEN HOSPITAL, BRENTFIELD ROAD, LONDON, N.W.10 (203 beds)

Locum Tenens Chief Pharmacist

Category II, required from either Monday, 3rd, or Monday, 10th June, 1963. Modern department. No out-patients. Applications to Physician Superintendent. C 8249

NETHERNE HOSPITAL, COULSDON, SURREY

Pharmacist required. Salary £725 x £30 (2) x £35 (3) x £40 (2)—£970, plus London Weighting allow-

Appointments—Continued

LEWISHAM HOSPITAL, HIGH STREET, S.E.13

Locum Pharmacist

required, £19 19s, a weck, Apply Group

NEWMARKET GENERAL HOSPITAL

Dispensing Assistant

for Department in newly built accommodation, Post now vacant.
Ideal working conditions, Alternate long

weekends.

Preference to applicants with hospital experience, Salary in accordance with Whitley Council Scales.

Applications to Chief Pharmacist, Newmarket General Hospital, Newmarket, C 8262

NETHERNE HOSPITAL, COULSDON, SURREY

Locum Pharmacist

required, salary £19 19s, per week.
Conditions of service as agreed by the Pharmacist Court Whitley Council.
Temporary accommodation for single lady.
Applications in writing with full particulars, together with names of two referees to the Physician Superintendent.

C 8270

NORTH WIRRAL HOSPITAL MANAGEMENT COMMITTEE, MILL LANE, WALLASEY

Pharmacist

for Group Pharmacy serving six hospitals. Salary £725 by annual increments to £970. Applications stating age and experience to Group Secretary.

ROYAL EYE HOSPITAL, ST. GEORGE'S CIRCUS, S.E.1

Qualified Dispensing Assistant

required. Applications in writing to Hospital C 8273 Secretary.

ST. MARY'S HOSPITAL TEACHING GROUP, PRINCESS LOUISE KENSINGTON HOSPITAL FOR CHILDREN, ST. QUINTIN AVENUE, LONDON, W.10

Pharmacist

Applications are invited from suitably quali-fied persons for the post of Pharmacist at the above-mentioned Hospital.

Apply in writing to the undersigned together with the names of two referees,

F. C. HARRIS,

Secretary, C 8265

WEST BROMWICH AND DISTRICT HOSPITAL MANAGEMENT COMMITTEE (GROUP 18)

Group Pharmacist (Male or Female)

Applications are invited for the above post, Category IV, Whitley Council salary and conditions of service apply. The successful applicant will be responsible for the Pharmaceutical Services in the Group, Applications giving age, qualifications and previous experience and two referees to the Group Secretary, West Bromwich and District H.M.C., Edward Street, West Bromwich.

C 8266

SITUATIONS VACANT

WHOLESALE



MOORE MEDICINAL PRODUCTS LIMITED

invite applications for the following additional medical representatives:

1. SENIOR SPECIALIST REPRESENTATIVE For Central London Area

Candidates should be mature medical representatives with particular experience in specialised detailing to Consultants and Senior Physicians, etc. Age preferred 30-45.

2. AREA REPRESENTATIVE

For Hants/Berks Area

Candidates should have previous selling experience and a pharmaceutical/medical background is desirable. Age preferred 25-40.

These positions carry good commencing salaries and expenses. Pension Scheme operated and company car provided (replaced annually). Excellent opportunities for advancement and holiday commitments honoured.

Apply in confidence (with photograph if possible) to:

General Manager, Moore Medicinal Products Ltd., (P.O. Box 78), Waverley House, Aberdeen.

C 8268

YOU

are a pharmacist perhaps considering medical representation as a career. Why not contact an established, leading ethical house to see what it needs and has to offer?

PARKE-DAVIS

have two areas available at present in South-East and East of Greater London. Initial salary is based on age and experience and thorough preliminary training is given. Subsequent adjustments recognise initiative and ability. A Company car is provided and a generous pension/life assurance plan is operated.

Write with brief details of personal history to:

South-East London:

Mr. R. K. Newman, M.P.S. (Jam.),

Merrydale, London Road, West Malling,

nr. Maidstone, Kent.

Million.

East London:

Mr. W. H. Whitaker, B.Sc., F.P.S., Area Manager, Saxons Green, Camp Road, Gerrards Cross, Bucks.

C 8247

PUBLIC APPOINTMENTS

NATIONAL HEALTH SERVICE (SCOTLAND) DRUG ACCOUNTS COMMITTEE

Superintendent of Pricing Bureau, Edinburgh

Applications are invited from suitably qualified persons with administrative experience for the post of Superintendent of Pricing Bureau, Edinburgh.

The officer appointed will require to have in addition, organising ability and be able to control large staff of approximately 120.

The salary will be in accordance with the Whitley Council for the Health Services scale which is at present £1,282 x £43 (1) x £54 (4)—£1,541.

The appointment is superannuated and will be subject to the Conditions of Service from time to time in force. The successful applicant will be required to pass a medical examination. Applications stating age, qualifications, experience and particulars of present and previous employment, together with the names and addresses of two referees should reach the undernoted not later than June 14th, 1963.

The Clerk,
Drug Accounts Committee.

137 Sauchiehall Street,
Glasgow C.2. C 5261

Glasgow, C.2. C 52

SITUATIONS VACANT RETAIL (HOME)

BRANCH MANAGER required Wythenshawe area. Chemist or chemist-optician, Ample supporting staff, Apply in first instance to Superintendent Chemist, Manchester and Salford Co-operative Chemists, Ltd., 67 Downing Street, Manchester. C 5265

CHEMIST COUNTER ASSISTANTS: Ladies required for London, E.C.1 and N.1. Highest salary paid in exchange for experience and loyalty. Apply in writing: Managing Director, Kendale Chemists, 51 Exmouth Market, E.C.1.

DARTFORD. Assistant pharmacist required, Mainly dispensing with occasional relief at another branch, Pension scheme, Applications to Superintendent Chemist, Dartford Co-operative Chemists Ltd., 93 Kent Road, Dartford, Kent.

C 5273

PHARMACY BRANCH MANAGER

A Branch Manager is required for the Pharmacy Section of modern Store, total emoluments £1,300 per annum, superannuated position, Applications in writing giving details of age, experience, etc., to the Personnel Manager, Co-operative, 110 Fratton Road, Portsmouth. C 5219

PHARMACIST REQUIRED to manage drug dept. Annual sales £19,000. Good N.H.S. trade, also photographic and wines and spirits. Methodical business throughout. Salary not less than N.U.C.O, scale commensurate with experience and ability. Applications in writing, on or before 28th May, 1963, to Secretary, Meltham and Meltham Mills Co-operative Society Ltd., Midway, Huddersfield Road, Meltham, Yorkshire, enclosing two references and giving full particulars of service.

SURREY/HAMPSHIRE BORDER. Young married pharmacist required as superintendent for new chemists' shop opening in August 1963. Two-bedroom flat available, main bus route, school near, Growing residential area, Candidates must have drive and ambition to create a first-class business, Box C 5260.

EXPERIENCED LADY required to work in pleasant pharmacy at an attractive wage. Must be capable of supervising drug and toilet counters. Apply in writing or by phone for an appointment to Mansells, 310 New Cross Road, S.E.14. TID, 2002. C 5258

WHOLESALE

INTERNA-STERLING DRUG TIONAL, part of an organisation of 15,000 people throughout the World, offers an interesting position to a Pharmaceutical Assistant wishing to enter the important Export side of the Industry. Appointment especially suitable to a young man of good education (24-30) with flair for administrative work and figures, Good L.V.'s, 5-day week, pleasant atmosphere. Holiday commitments honoured, Write in considerable detail, education, experience, salaries earned. Mr. Kennedy-Sloane, 75-79 York C 5255 Road, Waterloo, S.E.1,

PHARMACIST REQUIRED for training for executive position at the works of well-established London manufacturers of equipment for blood transfusion, tissue culture, neurosurgery, etc. Commencing salary £1,300, company's car. Excellent prospects, Fullest details to Box C 5272.

PHARMACEUTICAL REPRESENTATIVE

FRED STOREY LIMITED (Pharmaceutical Division),

44/50 HILL STREET, BELFAST, 1,

requires

A Pharmaceutical representative to cover a section of Northern Ireland. Company car provided.

Applications, in writing, stating past experience and present salary should be directed to:—

The Secretary.

C 5256

CIBA

seek a

PHARMACIST (MALE)

to work on a wide range of projects in their pleasantly situated Development Department at Horsham, Sussex.

Good conditions of employment are offered. Applications giving full personal details should be sent to:—

The Works Manager,

CIBA Laboratories Limited,

Horsham, Sussex.

C 8258



ARMOUR PHARMACEUTICAL COMPANY LTD. EASTBOURNE

invite applications for

QUALITY CONTROL MANAGER

Applicants, aged about thirty, should possess a degree or professional qualification in Pharmacy or Chemistry, and be capable of the management and further development of an independent control service to Production and Sales Departments. The Department is responsible for the Quality Control of a large range of chemical and biochemical products, and surgical sutures.

First class analytical experience is essential. Previous administrative and supervisory experience will be an advantage.

Pension and Life Insurance schemes are in operation.

Applications, which will be treated in strict confidence, should be sent to the Managing Director, Armour Pharmaceutical Company Ltd., Hampden Park, Eastbourne, Sussex.

C 8245



WALLACE LABORATORIES

'originators of meprobamate'

As a result of continued expansion of our organisation in the United Kingdom, applications are invited from fully experienced

MEDICAL REPRESENTATIVES

to introduce products of original research to the medical profession.

Applicants should be already well-established on their territories and should be capable of working without close supervision.

Salary and conditions of service will be above average and a company car will be provided.

Prospects are exceptional and will attract men of the highest calibre.

Detailed applications, in strictest confidence, to

THE MANAGING DIRECTOR, WALLACE LABORATORIES, MAPLE CROSS, RICKMANSWORTH, HERTFORDSHIRE.

C 5253

MILES LABORATORIES LIMITED

invite applications from

PHARMACISTS AND CHEMISTS

for position in

NEW PRODUCT DEVELOPMENT

Two vacancies are available: —

- 1. Concerned mainly with the development of appropriate assay methods for new products. Preference will be given to candidates with analytical experience.
- 2. Concerned mainly with the development of new product formulations from bench scale to production scale. Candidates with experience are preferred though recently qualified pharmacists will also be considered.

The above appointments represent additions to existing staff. Five day week, Pension and Life Assurance Scheme, excellent conditions of work.

Please apply:—Personnel Manager,
MILES LABORATORIES, LIMITED,
Western Avenue,
Bridgend Industrial Estate,
Glamorgan.

C 8237

Situations Vacant—Continued

ALLEN & HANBURYS LIMITED

are offering appointments to Pharmacists as

REPRESENTATIVES

the West Midlands, North-west London, Essex and other parts of the country.

Training will be given and the posts offer a challenge to male Pharmacists with drive, initiative and ambition. A good salary and full expenses will be paid and a car is provided. The posts are pensionable. Applications giving full details of age, qualifications and experience should be the Personnel to Manager, Allen & Hanburys Ltd., Bethnal Green, London, E.2, and should quote ref. no. R.28.

C 8259

ASSEMBLER for drugs and medicals for ASSEMBLER for drugs and medicals for hospital orders. Some experience and knowledge of drugs an advantage, Good salary and conditions. Apply: Biorex Labs. Ltd., 47/51 Exmouth Market, E.C.I. TER, 9494. C 5222

TABLET COATER

Experienced tablet coater required by Wright Layman & Umney, Ltd., for expanding department, Good salary and working conditions; canteen service; pensions fund; 42-hour, 5-day week.

Apply with full details of previous experience to:—

Apply with tan
experience to:

Works Manager,
66/76 Park Street,
Southwark, S.E.1.

C 5215

SITUATIONS WANTED

IRISH PHARMACIST with experience of pharmaceutical formulation and a practical knowledge of tableting procedure seeks position with pharmaceutical manufacturers, Dublin, Box C 5257.

EXPERIENCED DISPENSER and assembler, male, seeks responsible position in wholesale or manufacturing house, London or Dublin areas, Recommended, Box C 5271.

WORKS MANAGER, 40, efficient administrator, widely experienced in modern management techniques, seeks position where efficiency and integrity are genuinely recognised, Box C 5269.

OVERSEAS

AUSTRALIA, Family man, 28 years' whole-sale pharmaceutical experience, buying, representation, managerial, wishes to live in Australia. Desires position British or Australian firm, Box C 5270.

SITUATIONS VACANT WHOLESALE

Pharmaceutical Research & Development

The Company is engaged in a programme of expansion and diversification offering unique opportunities in the development of new and varied product formulations. As a result of these activities, we are seeking the services of an ambitious graduate Pharmacist who is interested in new product development.

We would, of course, prefer a man with experience in active formulation work but would certainly consider applications from recently qualified men who have a real interest in this type of work.

The Company offers a comprehensive range of employee benefits, These include free Pension & Life Assurance Schemes and payment of removal expenses to the general Sandwich area, The salary will be attractive and progressive.

Applications are invited: They should be made to:

THE PERSONNEL MANAGER, CONSUMER PRODUCTS DIVISION. PFIZER LIMITED, SANDWICH, KENT.

C 8260

AGENTS

ADVERTISER, with good contacts in retail chemists' trade, is prepared to consider acting as agent for companies interested in this field, Please reply with details in first instance to Box C 5259,

CALLING AGENTS covering chemists and drug stores in Yorkshire, Derby, Notts, Cheshire and Lincolnshire. Superb quality "Mamselle" gloves and baby pants offered on sole agency basis, Advertising support, Write to Director, Guard Rubber Co., Ltd., 228 Portland Road, London, S.E.25. C 5274

FIRST-CLASS AGENTS WANTED by André Philippe, Ltd., for their expansion programme. Applications invited, TOP MAN REQUIRED ESPECIALLY FOR LONDON. Phone or write André Philippe, Ltd., 71/71B Gowan Avenue, Fulham, S.W.6. RENown 2194/2397.

SCOTLAND, Lancashire, Wales, West of England, London areas, South-east England, Agents wanted by established firm to sell a few first-class chemists' counter lines, Individuals or firms offered generous commission or distribution terms, Box C 5268.

WANTED

CASH FOR CAMERAS!!! Best prices paid that has become obsolete or is "sticking." Quantity unlimited. The Camera Co., 320 Vauxhall Bridge Road, S.W.1. VIC. 5483. C 627

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large, Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

VIBRO BALL MILL, 2-10 litre capacity, or tumbler. Apex or other make, Stainless steel preferred. K. Butler, 5 Langham Court, South Ruislip, Middlesex. C 5263

BUSINESS OPPORTUNITIES

"ADVANTAGES OF TRADING AS A LIMITED CAMPANY" 3/-, post free, may save you thousands of pounds of personal income tax—New Ready-made Company registrations £25, for Chemists, Fancy Goods, Photography, Scientific Instruments, Investment, Stocks and Shares and 1,001 other businesses, Write, call or 'phone, Dept. 55, Business Economy, 156 Strand, London, W.C.2, (Tem, 8377/8; 2294/5) and 19 Walker Street, Edinburgh, 3 (Cal, 1167/9). C 622

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 35/-. Full trade terms. Order by waist size from Manly Co., Manor House, Worcester Park, Surrey, 2672. DERwent 3877.

MANUFACTURING JEWELLERS offer opportunity to increase turnover and profits. Bead necklaces, earclips, etc. Write for wholesale lists Kopelands, 43 Coolgardie Avenue, E.4. Avenue, E.4.

MACHINERY FOR SALE

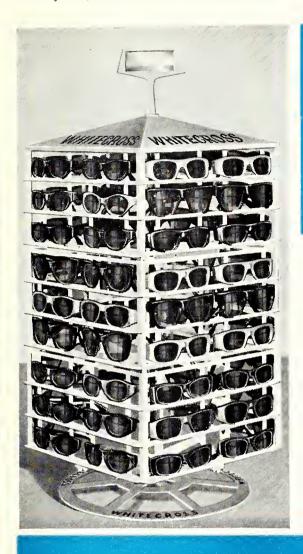
ALITE 11-cwt, capacity, stainless steel, horizontal powder mixer, Motorised, Alite Arenco type LF loose powder filling machine with stainless steel contact parts. Details: C. Skerman & Sons, Ltd., 10 Parson's Green, London, S.W.6, RENown 6402. C8187

HOBART MODEL M 80 4-speed, 80-quart mixer with 2 h.p. motor drive, bowl, hook and whisk. 2 Arden lipstick moulds, Details: C. Skerman & Sons, Ltd., 10 Parson's Green, S.W.6, RENown 6402. C 8274

MISCELLANEOUS

PLASTIC BABY PANTS.

8/9 per Dozen, Large Size,
Rose Scented and Lanolin
Impregnated, Elastic or Taped Legs
White, Pink and Blue
In Counter Display Boxes
or Cellophane Pack
Price List and Sample on Request
Special Quotations for Quantities
A. & H. Heyman,
27 Grange Road, Darlington.
Tel.: 3186 C 5225



For glamour without glare . . .

WHITEGROSS

A range of the latest continental fashion sunglasses for the 1963 season

THE WHITECROSS 'BONANZA'

A distinctive revolving display stand supplied FREE with an assortment of 12 dozen men's and ladies' fashion sunglasses retailing from 2/6 to 7/6 each

THE 'BONANZA' UNIT CONTAINS:

12 PIECES EACH						12 PIECES EACH				
-		6683	Men.	Black & Shell	2/6	0	6637	Ladies.	Black Only	3/1
		6682	Ladies.	Asstd. Colours	2/6		6680	Men.	Black & Shell	5/-
-		6688	Men.	Black & Shell	3/6		6821	Ladies.	Asstd. Colours	5/-
(6689	Ladies.	Asstd. Colours	3/6	•	1286	Ladies.	Gold Colour	6/9
1		6809	Men.	Black	3/11	•	6673	Men.	Black & Shell	7/6
-		6809	Men.	Shell	3/11	•	6467	Ladies.	Asstd. Colours	7/6

The abave glasses are also supplied separately

THE WHITECROSS 'SUN-BEAM'

An elegant revolving display stand supplied FREE with an assortment of 6 dozen men's and ladies' fashion sunglasses retailing from 7/11 to 15/6 each

THE 'SUN-BEAM' UNIT CONTAINS:

| 12 PIECES EACH | 6 PIECES EACH | 6675 Men. Black & Shell | 7/11 | 6577 Men. Black & Shell | 12/6 | 6640 Ladies. Gold Colour | 9/11 | 6584 Ladies. Asstd. Colours | 12/6 | 6713 Men. Black & Shell | 10/6 | 9926 Men. Black & Shell | 15/6 | 6555 Ladies. Asstd. Colours | 10/6 | 6551 Ladies. Asstd. Colours | 15/6 | The above glasses are also supplied separately

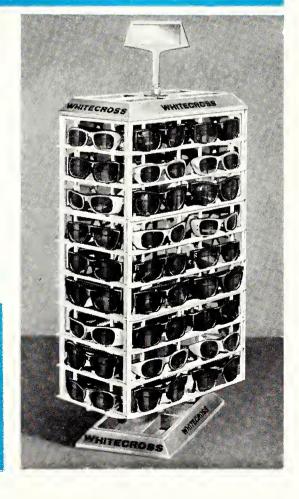
Ask your usual Wholesaler for illustrated catalogue showing our complete range retailing from 2/6 each



WHITECROSS Opt

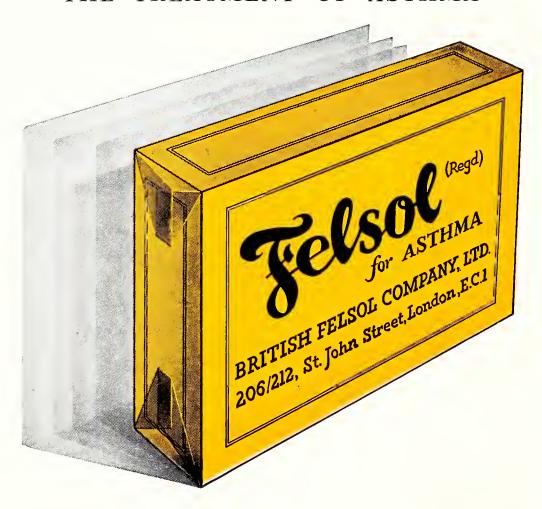
Optical Company

(Proprietors, Fredk. Lehmann Co. Ltd.)
Frederick Works, Rochester Place, London N.W.I
Telephone: GULliver 6731





THE ETHICAL MEDICAL PREPARATION FOR THE TREATMENT OF ASTHMA



Prescribed and Recommended by the Medical Profession in Hospitals, Private Practice and Government Departments in all parts of the world to which it has been introduced.

Tax free Dispensing Pack available.

